

Sheet1

| | | | |
|----------------------|------|---|--|
| INDUSTRIAL EQUIPMENT | 3829 | MEASURING & CONTROLLING DEVICES, NEC | |
| INDUSTRIAL EQUIPMENT | 3999 | MANUFACTURING INDUSTRIES, NEC | |
| AUTOMOTIVE | 5012 | AUTOMOBILES & OTHER MOTOR VEHICLES | |
| AUTOMOTIVE | 5013 | MOTOR VEHICLE SUPPLIES & NEW PARTS | |
| AUTOMOTIVE | 5014 | TIRES & TUBES | |
| AUTOMOTIVE | 5015 | MOTOR VEHICLE PARTS, USED | |
| METALS | 5051 | METALS SERVICE CENTERS & OFFICES | |
| INDUSTRIAL EQUIPMENT | 5063 | ELECTRICAL APPARATUS/EQUIP/WIRING SUPPLIES&CONSTRUCTN EQUIP | |
| INDUSTRIAL EQUIPMENT | 5082 | CONSTRUCTION & MINING (EXCEPT PETROLEUM) MACH & EQUIP | |
| INDUSTRIAL EQUIPMENT | 5083 | FARM & GARDEN MACHINERY & EQUIPMENT | |
| INDUSTRIAL EQUIPMENT | 5084 | INDUSTRIAL MACHINERY & EQUIPMENT | |
| INDUSTRIAL EQUIPMENT | 7353 | HEAVY CONSTRUCTION EQUIPMENT RENTAL & LEASING | |



Sheet1

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|----------------------|------|---|--|
| INDUSTRIAL EQUIPMENT | 3586 | MEASURING & DISPENSING PUMPS | |
| INDUSTRIAL EQUIPMENT | 3589 | SERVICE INDUSTRY MACHINERY, NEC | |
| INDUSTRIAL EQUIPMENT | 3592 | CARBURETORS, PISTONS, PISTON RINGS & VALVES | |
| INDUSTRIAL EQUIPMENT | 3593 | FLUID POWER CYLINDERS & ACTUATORS | |
| INDUSTRIAL EQUIPMENT | 3594 | FLUID POWER PUMPS & MOTORS | |
| INDUSTRIAL EQUIPMENT | 3596 | SCALES & BALANCES, EXCEPT LABORATORY | |
| INDUSTRIAL EQUIPMENT | 3599 | INDUSTRIAL & COMMERCIAL MACH & EQUIP, NEC | |
| INDUSTRIAL EQUIPMENT | 3612 | POWER, DISTRIBUTION & SPECIALTY TRANSFORMERS | |
| INDUSTRIAL EQUIPMENT | 3621 | MOTORS & GENERATORS | |
| INDUSTRIAL EQUIPMENT | 3624 | CARBON & GRAPHITE PRODUCTS | |
| INDUSTRIAL EQUIPMENT | 3625 | RELAYS & INDUSTRIAL CONTROLS | |
| INDUSTRIAL EQUIPMENT | 3629 | ELECTRICAL INDUSTRIAL APPARATUS, NEC | |
| INDUSTRIAL EQUIPMENT | 3643 | CURRENT-CARRYING WIRING DEVICES | |
| INDUSTRIAL EQUIPMENT | 3644 | NONCURRENT-CARRYING WIRING DEVICES | |
| INDUSTRIAL EQUIPMENT | 3646 | COMMERCIAL/INDUST/INSTITUTIONAL ELECTRIC LIGHTING FIXTURES | |
| AUTOMOTIVE | 3647 | VEHICULAR LIGHTING EQUIPMENT | |
| INDUSTRIAL EQUIPMENT | 3648 | LIGHTING EQUIPMENT, NEC | |
| INDUSTRIAL EQUIPMENT | 3671 | ELECTRON TUBES | |
| INDUSTRIAL EQUIPMENT | 3675 | ELECTRONIC CAPACITORS | |
| INDUSTRIAL EQUIPMENT | 3676 | ELECTRONIC RESISTORS | |
| INDUSTRIAL EQUIPMENT | 3677 | ELECTRONIC COILS, TRANSFORMERS & OTHER INDUCTORS | |
| INDUSTRIAL EQUIPMENT | 3678 | ELECTRONIC CONNECTORS | |
| INDUSTRIAL EQUIPMENT | 3679 | ELECTRONIC COMPONENTS, NEC | |
| INDUSTRIAL EQUIPMENT | 3691 | STORAGE BATTERIES | |
| INDUSTRIAL EQUIPMENT | 3692 | PRIMARY BATTERIES, DRY & WET | |
| AUTOMOTIVE | 3694 | ELECTRICAL EQUIPMENT FOR INTERNAL COMBUSTION ENGINES | |
| INDUSTRIAL EQUIPMENT | 3699 | ELECTRICAL MACH, EQUIP, & SUPPLIES, NEC | |
| AUTOMOTIVE | 3711 | MOTOR VEHICLES & PASSENGER CAR BODIES | |
| AUTOMOTIVE | 3713 | TRUCK & BUS BODIES | |
| AUTOMOTIVE | 3714 | MOTOR VEHICLE PARTS & ACCESSORIES | |
| AUTOMOTIVE | 3715 | TRUCK TRAILERS | |
| AUTOMOTIVE | 3716 | MOTOR HOMES | |
| AUTOMOTIVE | 3751 | MOTORCYCLES, BICYCLES & PARTS | |
| INDUSTRIAL EQUIPMENT | 3761 | GUIDED MISSILES & SPACE VEHICLES | |
| INDUSTRIAL EQUIPMENT | 3764 | GUIDED MISSILE&SPACE VEHICLE PROPULSN UNITS/PROPULSN UNIT PRTS | |
| INDUSTRIAL EQUIPMENT | 3769 | GUIDED MISSILE&SPACE VEHICLE PARTS&AUXILIARY EQUIPMENT, NEC | |
| AUTOMOTIVE | 3792 | TRAVEL TRAILERS & CAMPERS | |
| INDUSTRIAL EQUIPMENT | 3795 | TANKS & TANK COMPONENTS | |
| INDUSTRIAL EQUIPMENT | 3812 | SEARCH/DETECT/NAVIGAT/GUIDE/AERONAUTIC/NAUTICAL SYSTEM/INSTRM | |
| INDUSTRIAL EQUIPMENT | 3821 | LABORATORY APPARATUS & FURNITURE | |
| INDUSTRIAL EQUIPMENT | 3822 | AUTOMATIC CNTRLs FOR REGULATG RES/COMM ENVIRONMENTS/APPLIANCES | |
| INDUSTRIAL EQUIPMENT | 3823 | INDUST INSTRMNTS FOR MEAS/DISPCNTRL PROC VARIABLES/RELATD PROD | |
| INDUSTRIAL EQUIPMENT | 3824 | TOTALIZING FLUID METERS & COUNTING DEVICES | |
| INDUSTRIAL EQUIPMENT | 3825 | INSTRUMENTS FOR MEAS & TESTING ELECTRICITY & ELECTRICAL SIGNALS | |
| INDUSTRIAL EQUIPMENT | 3826 | LABORATORY ANALYTICAL INSTRUMENTS | |
| INDUSTRIAL EQUIPMENT | 3827 | OPTICAL INSTRUMENTS & LENSES | |



Sheet1

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|----------------------|------|--|--|
| METALS | 3483 | AMMUNITION, EXCEPT FOR SMALL ARMS | |
| METALS | 3489 | ORDNANCE & ACCESSORIES, NEC | |
| METALS | 3491 | INDUSTRIAL VALVES | |
| METALS | 3492 | FLUID POWER VALVES & HOSE FITTINGS | |
| METALS | 3493 | STEEL SPRINGS, EXCEPT WIRE | |
| METALS | 3494 | VALVES & PIPE FITTINGS, NEC | |
| METALS | 3495 | WIRE SPRINGS | |
| METALS | 3496 | MISCELLANEOUS FABRICATED WIRE PRODUCTS | |
| METALS | 3498 | FABRICATED PIPE & PIPE FITTINGS | |
| METALS | 3499 | FABRICATED METAL PRODUCTS, NEC | |
| INDUSTRIAL EQUIPMENT | 3511 | STEAM/GAS & HYDRAULIC TURBINES/TURBINE GENERATOR SET UNITS | |
| INDUSTRIAL EQUIPMENT | 3519 | INTERNAL COMBUSTION ENGINES, NEC | |
| INDUSTRIAL EQUIPMENT | 3523 | FARM MACHINERY & EQUIPMENT | |
| INDUSTRIAL EQUIPMENT | 3531 | CONSTRUCTION MACHINERY & EQUIPMENT | |
| INDUSTRIAL EQUIPMENT | 3532 | MINING MACH & EQUIP, EXCEPT OIL & GAS FIELD MACH & EQUIP | |
| INDUSTRIAL EQUIPMENT | 3533 | OIL & GAS FIELD MACHINERY & EQUIPMENT | |
| INDUSTRIAL EQUIPMENT | 3534 | ELEVATORS & MOVING STAIRWAYS | |
| INDUSTRIAL EQUIPMENT | 3535 | CONVEYORS & CONVEYING EQUIP | |
| INDUSTRIAL EQUIPMENT | 3536 | OVERHEAD TRAVELING CRANES, HOISTS & MONORAIL SYSTEMS | |
| INDUSTRIAL EQUIPMENT | 3537 | INDUSTRIAL TRUCKS, TRACTORS, TRAILERS & STACKERS | |
| INDUSTRIAL EQUIPMENT | 3541 | MACHINE TOOLS, METAL CUTTING TYPES | |
| INDUSTRIAL EQUIPMENT | 3542 | MACHINE TOOLS, METAL FORMING TYPES | |
| INDUSTRIAL EQUIPMENT | 3543 | INDUSTRIAL PATTERNS | |
| INDUSTRIAL EQUIPMENT | 3544 | SPECIAL DIES & TOOLS, DIE SETS, JIGS & FIXTURES & INDUSTRIAL MOLDS | |
| INDUSTRIAL EQUIPMENT | 3545 | CUTTING/MACH TOOLS ACCESS&MACHINISTS' PRECISN MEASURING DVCS | |
| INDUSTRIAL EQUIPMENT | 3547 | ROLLING MILL MACHINERY & EQUIPMENT | |
| INDUSTRIAL EQUIPMENT | 3548 | ELECTRIC & GAS WELDING & SOLDERING EQUIP | |
| INDUSTRIAL EQUIPMENT | 3549 | METALWORKING MACHINERY, NEC | |
| INDUSTRIAL EQUIPMENT | 3552 | TEXTILE MACHINERY | |
| INDUSTRIAL EQUIPMENT | 3553 | WOODWORKING MACHINERY | |
| INDUSTRIAL EQUIPMENT | 3554 | PAPER INDUSTRIES MACHINERY | |
| INDUSTRIAL EQUIPMENT | 3555 | PRINTING TRADES MACHINERY & EQUIPMENT | |
| INDUSTRIAL EQUIPMENT | 3556 | FOOD PRODUCTS MACHINERY | |
| INDUSTRIAL EQUIPMENT | 3559 | SPECIAL INDUSTRY MACHINERY, NEC | |
| INDUSTRIAL EQUIPMENT | 3561 | PUMPS & PUMPING EQUIPMENT | |
| INDUSTRIAL EQUIPMENT | 3562 | BALL & ROLLER BEARINGS | |
| INDUSTRIAL EQUIPMENT | 3563 | AIR & GAS COMPRESSORS | |
| INDUSTRIAL EQUIPMENT | 3564 | INDUSTRIAL&COMMERCIAL FANS&BLOWERS&AIR PURIFICATION EQUIPMENT | |
| INDUSTRIAL EQUIPMENT | 3565 | PACKAGING MACHINERY | |
| INDUSTRIAL EQUIPMENT | 3566 | SPEED CHANGERS, INDUSTRIAL HIGH-SPEED DRIVES & GEARS | |
| INDUSTRIAL EQUIPMENT | 3567 | INDUSTRIAL PROCESS FURNACES & OVENS | |
| INDUSTRIAL EQUIPMENT | 3568 | MECHANICAL POWER TRANSMISSION EQUIPMENT, NEC | |
| INDUSTRIAL EQUIPMENT | 3569 | GENERAL INDUSTRIAL MACHINERY & EQUIPMENT, NEC | |
| INDUSTRIAL EQUIPMENT | 3581 | AUTOMATIC VENDING MACHINES | |
| INDUSTRIAL EQUIPMENT | 3582 | COMMERCIAL LAUNDRY, DRY CLEANING & PRESSING MACHINES | |
| INDUSTRIAL EQUIPMENT | 3585 | AIR COND/WARM AIR HEATING EQUIP & COMM & INDUST REFRIG EQUIP | |



Sheet1

| IP&A SIC Segment Cut | | | |
|----------------------|-----------|--|--|
| | <u>SC</u> | | |
| AUTOMOTIVE | 2451 | MOBILE HOMES | |
| AUTOMOTIVE | 3011 | TIRES & INNER TUBES | |
| INDUSTRIAL EQUIPMENT | 3264 | PORCELAIN ELECTRICAL SUPPLIES | |
| METALS | 3312 | STEEL WORKS, BLAST FURNACES (INCL COKE OVENS) & ROLLING MILLS | |
| METALS | 3313 | ELECTROMETALLURGICAL PRODUCTS, EXCEPT STEEL | |
| METALS | 3315 | STEEL WIREDRAWING & STEEL NAILS & SPIKES | |
| METALS | 3316 | COLD-ROLLED STEEL SHEET, STRIP & BARS | |
| METALS | 3317 | STEEL PIPE & TUBES | |
| METALS | 3321 | GREY & DUCTILE IRON FOUNDRIES | |
| METALS | 3322 | MALLEABLE IRON FOUNDRIES | |
| METALS | 3324 | STEEL INVESTMENT FOUNDRIES | |
| METALS | 3325 | STEEL FOUNDRIES, NEC | |
| METALS | 3331 | PRIMARY SMELTING & REFINING OF COPPER | |
| METALS | 3334 | PRIMARY PRODUCTION OF ALUMINUM | |
| METALS | 3339 | PRIMARY SMELTING/REFINING OF NONFERROUS METALS, EXCEPT COPPER & ALUMINUM | |
| METALS | 3341 | SECONDARY SMELTING & REFINING OF NONFERROUS METALS | |
| METALS | 3351 | ROLLING, DRAWING & EXTRUDING OF COPPER | |
| METALS | 3353 | ALUMINUM SHEET, PLATE & FOIL | |
| METALS | 3354 | ALUMINUM EXTRUDED PRODUCTS | |
| METALS | 3355 | ALUMINUM ROLLING & DRAWING, NEC | |
| METALS | 3356 | ROLLING/DRAWING/EXTRUDING OF NONFERROUS METALS, EXCEPT COPPER & ALUMINUM | |
| METALS | 3357 | DRAWING & INSULATING OF NONFERROUS WIRE | |
| METALS | 3363 | ALUMINUM DIE-CASTINGS | |
| METALS | 3364 | NONFERROUS DIE-CASTINGS, EXCEPT ALUMINUM | |
| METALS | 3365 | ALUMINUM FOUNDRIES | |
| METALS | 3366 | COPPER FOUNDRIES | |
| METALS | 3369 | NONFERROUS FOUNDRIES, EXCEPT ALUMINUM & COPPER | |
| METALS | 3398 | METAL HEAT TREATING | |
| METALS | 3399 | PRIMARY METAL PRODUCTS, NEC | |
| METALS | 3411 | METAL CANS | |
| METALS | 3412 | METAL SHIPPING BARRELS, DRUMS, KEGS & PAILS | |
| METALS | 3441 | FABRICATED STRUCTURAL METAL | |
| METALS | 3443 | FABRICATED PLATE WORK (BOILER SHOPS) | |
| METALS | 3444 | SHEET METAL WORK | |
| METALS | 3448 | PREFABRICATED METAL BUILDINGS & COMPONENTS | |
| METALS | 3449 | MISC STRUCTURAL METAL WORK | |
| METALS | 3462 | IRON & STEEL FORGINGS | |
| METALS | 3463 | NONFERROUS FORGINGS | |
| AUTOMOTIVE | 3465 | AUTOMOTIVE STAMPINGS | |
| METALS | 3466 | CROWNS & CLOSURES | |
| METALS | 3469 | METAL STAMPINGS, NEC | |
| METALS | 3471 | ELECTROPLATING, PLATING, POLISHING, ANODIZING & COLORING | |
| METALS | 3479 | COATING, ENGRAVING & ALLIED SERVICES, NEC | |



**KPMG** Peat Marwick LLP

1010 Market Street • St. Louis, MO 63101 • (314) 444-1400

FAX COVER SHEET

DATE:

January 24, 1996

PAGES:

5

(Including Cover Sheet)

FAX TO:Mr. Tom O'Flaherty
INPUT
201-801-0050**FAX #:**

201-801-0441

FROM:

Kathy Piercy

(314) 444-6790

KPMG Peat Marwick LLP
1010 Market Street
St. Louis, MO 63101
(314) 444-1400
Fax #: (314) 444-1523**SUBJECT:****Industrial Products & Automotive SIC Code Subsegment List**

Per our conversation this morning, attached is our SIC code list itemized by subsegments. I think this will help you determine the aspects of the proposal.

Call me if you have questions. Even though I am out of town, I will check my voicemail throughout Thursday and Friday.



KPMG Peat Marwick LLP

4200 Norwest Center
90 South Seventh Street
Minneapolis, MN 55402
612-305-5000

Fax Transmission from 612-305-5041Please contact 612-305-5550 **IMMEDIATELY** if not legible.

Date: 4-12-96

To: Thomas O'Flaherty

Location: 10POT

Fax number: 201 801 0441

From: Liz Thompson

Subject: Signed proposal

Number of pages following: 6

Comments: please note change on page 2 -

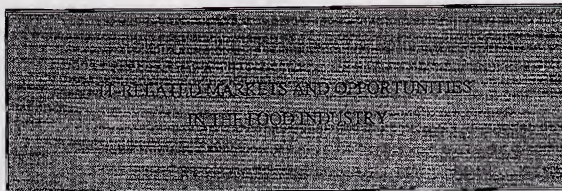
check request who has signed -

Athena is lead (4/15)

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PROPOSAL



Submitted to

KPMG

October 31, 1995

Prepared by

INPUT

Atrium at Glenpointe
400 Frank W. Burr Boulevard
Teaneck, NJ 07666

201-801-0050
Fax: 201-801-0441



IT-RELATED MARKETS AND OPPORTUNITIES IN THE FOOD INDUSTRY

I. OBJECTIVES

The principal objectives of the proposed study are:

- To size the software and services market in the U.S. food industry from 1995 to 2000.
- To identify high priority applications.
- To assess the position of major suppliers

II. SCOPE

The following issues will be addressed in the course of the study:

- What is the size of the overall market in 1995? What will be the major factors behind its changes and growth to 2000?
- What are the size and growth of the major delivery segments in the same time period? Segments include (subject to potential redefinition and adjustment):
 - IT-related consulting services
 - System development services
 - Systems integration
 - Applications software products
 - Software product customization and installation
 - Applications management/maintenance
 - Computer/network operations management ("outsourcing")
 - Related business advisory/consulting services (not necessarily directly linked to the above IT services)
- What are the major applications being replaced or receiving significant upgrades? What is the average spending anticipated by application, taking company size into account?
- Are there significant differences (e.g., applications or expected market growth) between different parts of the food industry.
 - For example, consumer products suppliers may have a different set of needs than companies that perform intermediate steps in food processing.
 - Note: During the analysis phase of the project, data will be analyzed from this standpoint.



- When looking at an outside supplier, what are the key selection factors by customers?
- How are the major suppliers (including KPMG) rated by customers and prospects? What can suppliers do to improve their chances for selection?

III. METHODOLOGY AND CONDUCT OF WORK

A. Approach and Methodology

INPUT will use market data and analysis already in its possession as the foundation for this study. In addition, INPUT will interview 100 food companies by telephone for their applications plans and views on vendors.

Based on discussions with KPMG, INPUT defines the universe of the food industry as follows:

- Food processors/manufacturers (SIC group 20)
- Tobacco manufacturers
- Warehousing/wholesale operations supporting the above

also: food retail
+ food service
Dec 12/96

Exclusions include:

- ~~Grocery and other retail establishments~~
- ~~Agricultural producers~~
- ~~Direct marketing (as separate entities)~~

Note: Given the patterns and changes in the producer/retail sectors, there will be overlaps and fuzzy areas between companies/functions included and excluded.

These inclusions and exclusions can be discussed further before research and analysis begins.

INPUT's analysis and research will divide the market into two size groups:

- Medium-sized companies (revenues between \$250-999 million)
- Large companies (revenue over \$1 billion)

If KPMG has other size cut-offs, these can be discussed prior to project initiation and, if feasible, incorporated into the study.

INPUT will review its questionnaire with KPMG. INPUT will test the questionnaire and make modifications as required. After the interviews are completed, the results will be reviewed, tabulated and analyzed.



In preparing its overall analysis, INPUT will take into account information collected for other studies (both subscription studies and the non-proprietary parts of custom research studies). Examples of this kind of information include:

- Impact of technology on business and applications.
- Custom vs. semi-custom vs. packaged software
- Different types and flavors of outsourcing
- The impact of electronic commerce
- Direct marketing and promotion initiatives
- Supply chain management
- Integrated, distributed accounting systems

INPUT will prepare a written report of its findings. INPUT will answer questions involving clarifications of this research and analysis for 60 days after delivery of the report.

INPUT will make a presentation of its findings in the New York area. If KPMG wishes a presentation made in another location, INPUT will quote a separate price.

B. Schedule

This study will take 8 weeks to complete, from the time of initiation to the delivery of the written report. The major activities and their timing are summarized below.

| <u>Week</u> | <u>Activity</u> |
|-------------|---|
| 1 | Project initiation: Define coverage in terms of industry definition, company size groups, delivery mode coverage and definition |
| | INPUT prepares and KPMG reviews the draft questionnaire |
| 2 | Questionnaire tested and modifications made as necessary |
| 3-5 | Food industry interviews |
| 6 | Data review, tabulation and analysis |
| 7 | Report prepared |
| 8 | Report delivered |
| 9 | INPUT delivers presentation |

INPUT can begin work within one week of authorization.



IV. QUALIFICATIONS

INPUT brings several unique qualifications to this project:

- INPUT is the only research firm with a subscription program covering all vertical markets from a software and IT services perspective. (See Exhibit 1.)
- INPUT's market-focussed analysis is based on primary research. This primary research is generally based on personal interviews (either face-to-face or by telephone).
- INPUT's services are both technology-aware and market-focussed.
- INPUT regularly extends its subscription research by means of targeted research and analysis to fill the needs of specific clients.
 - Exhibit 2 describes INPUT's research methodology.
 - Exhibit 3 contains summaries and profiles of projects whose scope was similar to this project.

The project will be directed by Thomas O'Flaherty, Vice President, who has managed many similar studies.



V. FEES

INPUT's fee for the project will be \$22,000. One-half of the amount (\$11,000) is due and payable upon authorization. The remainder is due upon submission of the report.

This fee includes all incidental project expenses. Other costs, such as a presentation outside of the New York area, will be quoted separately.

VI. AUTHORIZATION

To authorize the project as specified, please sign and return one copy of this proposal, along with the initial fee. Upon acceptance by INPUT, a countersigned copy of the proposal will be returned to KPMG.

AUTHORIZED BY:
KPMG

ACCEPTED BY:
INPUT

Name

David Duran

Name

Title

Principal

Title

Date

Apr 12 '96

Date



Project Work Statement

| | |
|--|------------------------------|
| Prepared by (print): <u>TOR</u> | Date: <u>4/17/96</u> |
| Project Title: <u>Food Industry Analysis</u> | Project Code: <u>YNKP2</u> |
| Client Name*: <u>KPMG</u> | Project Manager: <u>TOR</u> |
| Project Source: <input type="checkbox"/> Program <input type="checkbox"/> Multi-Client <input checked="" type="checkbox"/> Custom <input type="checkbox"/> Other | |
| Project Type: <input checked="" type="checkbox"/> Report <input type="checkbox"/> Presentation <input type="checkbox"/> Other | |
| Initiation Date: <u>4/16/96</u> | Begin Production: |
| Midpoint Review: | Shipping Date: <u>5/6/96</u> |
| First Draft Due: | |

| | |
|--------------------------------------|---------------------|
| Resources Required: | 14 |
| Level of Effort (number of days): | Consultant 6 R/A 20 |
| Source (Internal/External (specify): | |

| | |
|-------------------------------|--|
| Contract Value: \$ £ ¥ 22,000 | Reimbursable Expenses: <input checked="" type="checkbox"/> No <input type="checkbox"/> Yes |
| Expense Budget: \$ £ ¥ _____ | |
| To Cover: Travel: _____ | Telephone: _____ |
| Report Preparation: _____ | Other: _____ |

Project Description: Mkt sizing, including competition,
in US Food Industry (including retail)

* Attach list for Multi-Clients **For Custom and Multi-Client Projects

ACCOUNTING USE ONLY: Entered on current project list ☐



Week

Proj. Code: YNICP2 Proj. Name: Ford Prepared by: TAC
Proj. Manager: _____ Date: Apr 1 96 Page 1 of 1



Acctg.
ONLY

CUSTOMER/INVOICE TO

Special instructions for invoicing, progress billing, or delayed payments, etc.

ORDER

CLIENT AUTH.

SHIP TOTEM TYPE

DETAIL

• White - Contract • Green - Fulfillment • Yellow - Invoice • Pink - Originator • Goldenrod - Sales Manager

INPUT



MAJOR CRITICAL APPLICATIONS STUDY

My name is _____. I'm with INPUT, a research and consulting firm in Teaneck, New Jersey. We are conducting a study on why and what cycle companies replace their major applications. All the information you provide will be kept confidential, as well as your name and your company's name. In return for your assistance, we will send you a summary of the completed study at no charge.

- 1a. First of all, what are your five most important applications today? (in order of importance)
- 1b. How will this list change in five years, either in terms of their order on the list, or by the adding of new applications?

1996

2001

- | | |
|----------|-------|
| 1. _____ | _____ |
| 2. _____ | _____ |
| 3. _____ | _____ |
| 4. _____ | _____ |
| 5. _____ | _____ |

- 1c. What are the reasons for these changes?
2. Next, I would like to understand more about four of these applications. (Select the top four in 2001.)

Use one of the attached "Applications, Questions Attachment" for each application.



3. Now I would like to ask a few more general questions.

- A. What would you say is the relative weight of the decision making authority between IS and users when replacing or changing applications software? (Must add to 100%)

IS _____% Users _____%

- B. What do you see as the relative weight of technology requirements versus business needs when replacing or changing application software? (Must add to 100%)

Technology _____% Business _____%

4. Could you give me a breakdown of your expenditures for the following outside services? (Check the box that applies.)

| Outside Expenditure | <100K | 100 - 250K | 250 - 500K | 500K - 1M | >1M | Amt. |
|---|-------|------------|------------|-----------|-----|------|
| IT-related consulting services | | | | | | |
| Systems development services | | | | | | |
| Systems integration | | | | | | |
| Application software products | | | | | | |
| Pkg. software customization/installation | | | | | | |
| Applications management/maintenance | | | | | | |
| Computer/network operations mgmt. (outsourcing) | | | | | | |
| Related business advisory/consulting services (not necessarily linked to IT services above) | | | | | | |
| Total budget for outside services | | | | | | |



5. Would you rate the importance the following criteria in terms of selecting an outside vendor for your IT projects, using a scale of 1 - 5?

| Criteria | Rating |
|-------------------------------------|--------|
| Knowledge of the latest technology | |
| On-time delivery | |
| Performance guarantees | |
| Application experience | |
| Industry knowledge | |
| Contract flexibility & risk sharing | |
| Industry knowledge | |
| Skills to complement in-house staff | |
| Other | |
| | |

6. On a scale of 1 - 5, how would you rate the following vendors of IT services in terms of being able to successfully complete a project for you? (1=Low, 5=High)

| Vendor | Ability rating | No experience |
|----------------------------|----------------|---------------|
| Booz Allen | | |
| Andersen Consulting | | |
| Digital Equipment Corp. | | |
| IBM/ISSC | | |
| AT&T Solution ⁵ | | |
| CSC | | |
| Deloitte & Touche | | |
| Price Waterhouse | | |
| KPMG Peat Marwick | | |
| EDS | | |
| Ernst & Young | | |
| Coopers & Lybrand | | |
| Unisys | | |
| Other vendors | | |
| | | |

7. What do think will be the major trends/issues in the IT market over the next few years?
8. Do you have any other comments on the trends of major applications, either in your organization or generally?



A. What is the source of this application?

In-house developed _____

Custom developed _____

A commercial software package _____

(Name - _____)

Other (e.g., combination of above, developed by parent company)
[describe]

B. What year was it installed?

C. Approximately how much were the implementation costs? [Use ranges below as prompts, if necessary.]

Under \$100,000 _____

\$1-5MM _____

\$100K - 500K _____

\$5-10MM _____

\$500-\$1MM _____

Over \$10MM _____

Does this amount include/exclude hardware? If included, about what percent was for hardware? _____%

D. How well were initial expectations for this application met? (Use a scale of 1 to 5, with 5 being highest) _____ Why? How would you rate the performance of the application now? _____ Why?

E. Do you expect to replace or make major modifications to this application in the next five years?

No (go to the next application sheet or, if this is the last application, go to question 3)

Yes

- Will this be a replacement _____ or a major modification _____?
- When do you expect or want to make this change?



- F. Why are you making the change?
- G. What type of hardware, software and communications environments do you expect to use?
- Hardware environment[s] (e.g., Intel, Sun, Alpha, etc.):
 - Software environment[s] (e.g., UNIX, NT OS/2, ETC.)
 - Communications/network environment[s] (e.g., Novell, DCE, Worldwide Web, etc.)
 - Do you plan to use object technology? If yes, in what way?
 - What other new technologies do you expect to use?
- H. How do you expect to implement this application change, that is, will you use
- Custom software development
 - Using in-house staff _____
 - Using vendor staff _____
 - Using a mixture of in-house and vendor staff _____
 - Software package
 - Off-the shelf, with few modifications _____
 - With many modifications _____
 - Which packages are being considered?
 - Systems integration (i.e., where an outside supplier supplies a full business solution)
 - Outsourcing
 - Other
- I. Approximately how much do you expect this new/revised application to cost? [Use ranges below as prompts, of necessary.]
- | | |
|-----------------------|-------------------|
| Under \$100,000 _____ | \$1-5MM _____ |
| \$100K - 500K _____ | \$5-10MM _____ |
| \$500- \$1MM _____ | Over \$10MM _____ |
- Does this amount include/exclude hardware? If included about what percent would be for hardware? _____ %

Go to next application or Question 3



INPUT®

IT Intelligence Services

400 Frank W. Burr Blvd.
Teaneck, NJ 07666
Tel. (201) 801-0050
Fax (201) 801-0441

FAX TRANSMITTAL FORM

Date: Oct 4
To: Name: Rene
Tel./Location: _____
Co.: _____
Fax No: _____
From: Name: Tan
Subject: KPMF

Confidential: Y/N
Urgent: Y/N

Page: 1 of 1

File: Chron
Contact
Other:

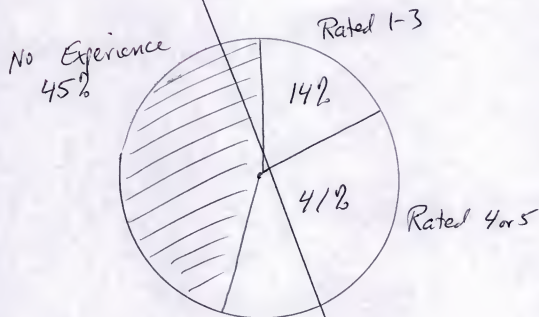
Have now received final report - ok to follow up



Exhibit V-

Perceived Ability of
IBM to Successfully
Complete a Project

(Example)



Rating Scale: 1=low, 5=high

*** ACTIVITY REPORT ***

TRANSMISSION OK

| | |
|----------------|-------------|
| TX/RX NO. | 7009 |
| CONNECTION TEL | 15083668030 |
| CONNECTION ID | |
| START TIME | 09/17 10:57 |
| USAGE TIME | 00'51 |
| PAGES | 1 |
| RESULT | OK |

Exhibit V-2

**Perceived Vendor Ability to
Successfully Complete a Project**

| Vendor | Rated 1,2,3 | Rated 4,5 | No Experience with vendor | Total |
|-------------------------|----------------|------------------|------------------------------|-------|
| IBM/ISSC | 142 | 412 | 45% | 1028 |
| Digital Equipment Corp. | 8 | 45 11 | 81% | |
| AT&T Solutions | 10 | 43 18 | 72% | |
| Deloitte & Touche | 8 | 10 | 82% | |
| Price Waterhouse | 7 | 11 | 82% | |
| Unisys | 5 | 9 | 86% | |
| KPMG Peat Marwick | 6 | 7 | 87% | |
| Booz Allen | 2 | 5 | 93% | |
| Andersen Consulting | 11 | 21 | 67% | |
| Ernst & Young | 8 | 6 | 86% | |
| Coopers & Lybrand | 10 | 7 | 83% | |
| EDS | 7 | 11 | 92% | |
| CSC | 4 | 1 | 95% | |

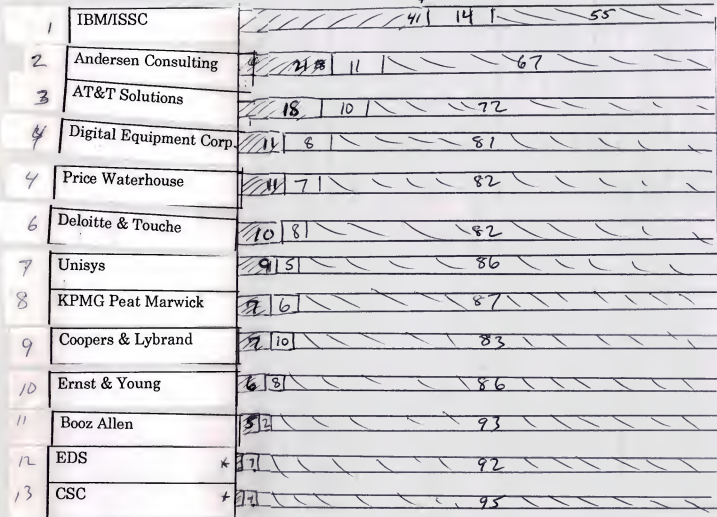
1 = low, 5 = high

Agg. data

| Year | 1990 |
|------|------|
| 1990 | 1.1 |
| 1991 | 1.2 |
| 1992 | 1.3 |
| 1993 | 1.4 |
| 1994 | 1.5 |
| 1995 | 1.6 |
| 1996 | 1.7 |
| 1997 | 1.8 |
| 1998 | 1.9 |
| 1999 | 2.0 |
| 2000 | 2.1 |
| 2001 | 2.2 |
| 2002 | 2.3 |
| 2003 | 2.4 |
| 2004 | 2.5 |
| 2005 | 2.6 |
| 2006 | 2.7 |
| 2007 | 2.8 |
| 2008 | 2.9 |
| 2009 | 3.0 |
| 2010 | 3.1 |
| 2011 | 3.2 |
| 2012 | 3.3 |
| 2013 | 3.4 |
| 2014 | 3.5 |
| 2015 | 3.6 |
| 2016 | 3.7 |
| 2017 | 3.8 |
| 2018 | 3.9 |
| 2019 | 4.0 |
| 2020 | 4.1 |
| 2021 | 4.2 |
| 2022 | 4.3 |
| 2023 | 4.4 |
| 2024 | 4.5 |
| 2025 | 4.6 |
| 2026 | 4.7 |
| 2027 | 4.8 |
| 2028 | 4.9 |
| 2029 | 5.0 |
| 2030 | 5.1 |
| 2031 | 5.2 |
| 2032 | 5.3 |
| 2033 | 5.4 |
| 2034 | 5.5 |
| 2035 | 5.6 |
| 2036 | 5.7 |
| 2037 | 5.8 |
| 2038 | 5.9 |
| 2039 | 6.0 |
| 2040 | 6.1 |
| 2041 | 6.2 |
| 2042 | 6.3 |
| 2043 | 6.4 |
| 2044 | 6.5 |
| 2045 | 6.6 |
| 2046 | 6.7 |
| 2047 | 6.8 |
| 2048 | 6.9 |
| 2049 | 7.0 |
| 2050 | 7.1 |
| 2051 | 7.2 |
| 2052 | 7.3 |
| 2053 | 7.4 |
| 2054 | 7.5 |
| 2055 | 7.6 |
| 2056 | 7.7 |
| 2057 | 7.8 |
| 2058 | 7.9 |
| 2059 | 8.0 |
| 2060 | 8.1 |
| 2061 | 8.2 |
| 2062 | 8.3 |
| 2063 | 8.4 |
| 2064 | 8.5 |
| 2065 | 8.6 |
| 2066 | 8.7 |
| 2067 | 8.8 |
| 2068 | 8.9 |
| 2069 | 9.0 |
| 2070 | 9.1 |
| 2071 | 9.2 |
| 2072 | 9.3 |
| 2073 | 9.4 |
| 2074 | 9.5 |
| 2075 | 9.6 |
| 2076 | 9.7 |
| 2077 | 9.8 |
| 2078 | 9.9 |
| 2079 | 10.0 |
| 2080 | 10.1 |
| 2081 | 10.2 |
| 2082 | 10.3 |
| 2083 | 10.4 |
| 2084 | 10.5 |
| 2085 | 10.6 |
| 2086 | 10.7 |
| 2087 | 10.8 |
| 2088 | 10.9 |
| 2089 | 11.0 |
| 2090 | 11.1 |
| 2091 | 11.2 |
| 2092 | 11.3 |
| 2093 | 11.4 |
| 2094 | 11.5 |
| 2095 | 11.6 |
| 2096 | 11.7 |
| 2097 | 11.8 |
| 2098 | 11.9 |
| 2099 | 12.0 |

**Perceived Vendor Ability to
Successfully Complete a Project**

7



0 10 20 30 40 50 60 70 80 90 100

* 12

Key Percent Rating 1 to 5 on a scale of 1-5 (5=high)
 Percent " " " " " "
 Unable to rate - no experience with vendor

- John Abernathy
- Dave (Donovan?)
- Liz Thompson

John
Daugherty



Critical Applications by Industry Group

①

Cos. interviewed

This chapter breaks out INPUT's findings by industry group, or subsegment:

- 92 • Food processors/manufacturers 201, 202
- 66 • Food wholesalers 514
- 44 • Food retailers 54

113

For each subsegment, the following information is provided:

- Critical application replacement rates
- Reasons for replacement
- Spending by year
- Sources of applications
- Expected spending (total and by project size)

② Goal

Dir + a sure

4/3 firm

2/3 sys

202 • High level - no knowledge of
phys, etc yet

502 • Ident. requirement - not impl

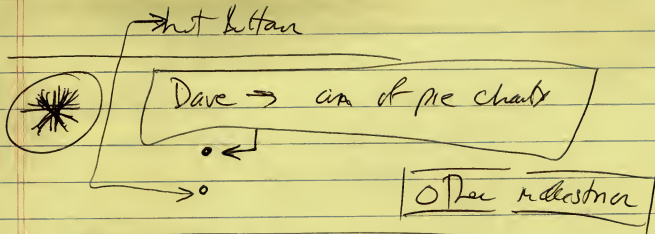
202 • Considering - proprietary

102 • know/tell

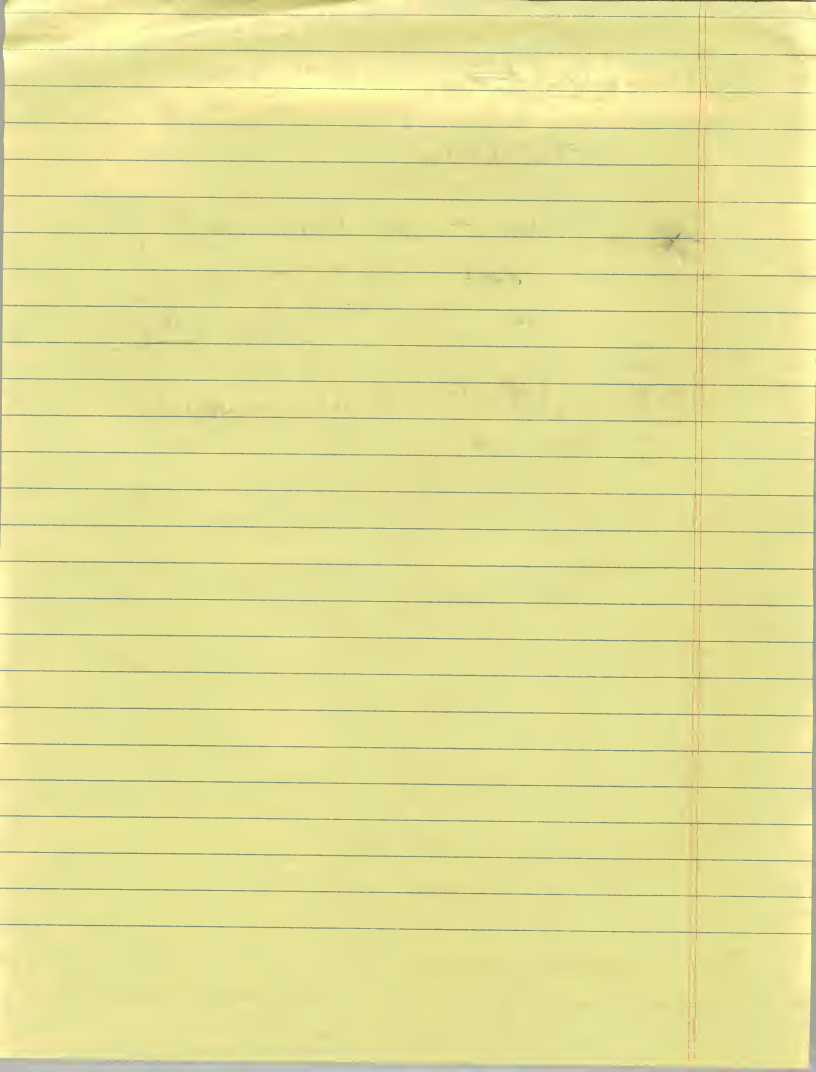




Dist \Rightarrow



(X) extent of change compared to
other id



INPUT®

IT Intelligence Services

400 Frank W. Burr Blvd.
Teaneck, NJ 07666
Tel. (201) 801-0050
Fax (201) 801-0441**FAX TRANSMITTAL FORM**

Date: 9/27
To: Name: Renee
Tel./Location: _____
Co.: _____
Fax No: _____
From: Name: Tom
Subject: KPMG Billing

Confidential: Y/N
Urgent: Y/NPage: 1 of 1File: Chron
Contact
Other:

I will not get the final Rpt to KPMG out until Monday. Then we can follow up on getting last piece of bill paid. (We had expected to get the rpt out this week & begin the "dunning" process)





Fax-Back Restaurant Directory Listing

!!! = Indicates a restaurant that has been added
within the last three months.

* = Send in Receipts

Restaurant Directory for: Illinois/Downtown Chicago(1007)

| | | | | | |
|----|-----------------------------------|----------------------------|---------|----------------------|------------------|
| 27 | !!! Affair | 212 N. Canal St. | Chicago | (312)627-7777 \$\$\$ | Continental |
| | Alumni Club, The | 150 N. Michigan Ave. | Chicago | (312)345-1400 \$ | American |
| | !!! BaJa Beach Club | 401 E. Illinois St | Chicago | (312)222-1992 \$\$\$ | American |
| | !!! BaJa Beach Club | 401 E. Illinois St | Chicago | (312)222-1992 \$\$\$ | American |
| | !!! BaJa Beach Club | 401 E. Illinois St | Chicago | (312)222-1992 \$\$\$ | American |
| | Bacino's on Wacker | 75 E. Wacker Dr. | Chicago | (312)263-0070 \$\$ | American |
| 20 | Bice Ristorante (from ate here) | 158 E. Ontario St. | Chicago | (312)664-1474 \$\$\$ | Italian |
| | !!! Big Chill Bar & Grille, The | 343 W. Erie | Chicago | (312)280-1061 \$\$\$ | American |
| | Blue Frog | 676 N. LaSalle St. | Chicago | (312)943-8900 \$ | American |
| | Boss Bar, The | 420 N. Clark St. | Chicago | (312)527-1203 \$ | Oriental |
| M | Bridges | 222 Merchandise Mart Plaza | Chicago | (312)828-0929 \$\$\$ | Steak & Seafood |
| | Bridges | 222 Merchandise Mart Plaza | Chicago | (312)828-0929 \$\$\$ | Steak & Seafood |
| | Bridges | 222 Merchandise Mart Plaza | Chicago | (312)828-0929 \$\$\$ | Steak & Seafood |
| | Buthara | 2 E. Ontario St. | Chicago | (312)943-0188 \$\$\$ | Indian |
| | Cafe De Casa | 400 N. State | Chicago | (312)527-5916 \$ | American |
| | Cafe on Grand | 300 W. Grand | Chicago | (312)321-1140 \$ | American |
| | Cafe on Grand | 300 W. Grand | Chicago | (312)321-1140 \$ | American |
| | !!! Oao Thai Restaurant | 230 E. Ohio St. | Chicago | (312)337-0000 \$ | Thai |
| | Dearborn Street Oyster Bar | 409 S. Dearborn Ave. | Chicago | (312)922-1217 \$\$ | Seafood |
| | Dearborn Street Oyster Bar | 409 S. Dearborn Ave. | Chicago | (312)922-1217 \$\$ | Seafood |
| | Howard's Bar and Grill | 152 E. Ontario | Chicago | (312)787-5269 \$ | American |
| | Howard's Bar and Grill | 152 E. Ontario | Chicago | (312)787-5269 \$ | American |
| | !!! Khyber Restaurant | 623 W. Randolph St. | Chicago | (312)466-9000 \$\$\$ | Indian/Pakistani |
| | Lindas Margaritas | 47 W. Polk St. | Chicago | (312)939-6600 \$\$\$ | Mexican |
| | Lindas Margaritas | 47 W. Polk St. | Chicago | (312)939-6600 \$\$\$ | Mexican |
| | Magnum's Steak and Lobster | 225 W. Ontario | Chicago | (312)337-8080 \$\$\$ | Steak & Seafood |
| | Magnum's Steak and Lobster | 225 W. Ontario | Chicago | (312)337-8080 \$\$\$ | Steak & Seafood |
| | !!! Maraschino | 541 N. Wells | Chicago | (312)661-1306 \$ | Continental |
| 2 | Marc, The | 311 W. Superior | Chicago | (312)642-3810 \$\$\$ | French |
| | Mart Anthony Restaurant | 155 N. Aberdeen | Chicago | (312)421-3477 \$ | Italian |
| | Michael Jordan's - The Restaurant | 500 N. LaSalle St. | Chicago | (312)644-3865 \$\$\$ | American |
| 16 | Old Carolina Crab House | 465 E. Illinois St. | Chicago | (312)321-8400 \$\$\$ | American/Seafood |
| | Old Carolina Crab House | 465 E. Illinois St. | Chicago | (312)321-8400 \$\$\$ | American/Seafood |
| | Old Carolina Crab House | 465 E. Illinois St. | Chicago | (312)321-8400 \$\$\$ | American/Seafood |
| | Peapod | 710 N. Rush | Chicago | (312)944-7100 \$\$ | Oriental |
| 3 | Russian Palace | 24 E. Adams | Chicago | (312)629-5353 \$\$\$ | Russian |
| | Salvatore Parrinello | 535 N. Wells | Chicago | (312)527-2782 \$ | Italian |
| | Salvatore Parrinello | 535 N. Wells | Chicago | (312)527-2782 \$ | Italian |





INPUT

CONFIDENTIAL—Property of INPUT

☐ MAIL LIST - SEE BACK

CONTACT REPORT

Non Client/Prospect File: ☐ Media ☐ Financial ☐ Other _____

Contact Date: ____ / ____ / ____

INPUT

Staff: Init. _____ Init. _____ ☐ INPUT office ☐ Client Office ☐ Other _____

Date Written: ____ / ____ / ____

| | | | | |
|---------------------|---------------|-------|---------|----------------------|
| Company <u>KPMG</u> | DISTRIBUTION: | | | Prog./Proj. ID _____ |
| Name _____ | Action | Info. | By When | Describe Action-F/U |
| Title _____ | | | | |
| Address _____ | | | | |
| <u>St Louis</u> | | | | |
| Phone: () - | | | | |
| Fax: () - | | | | |

5/14 VM new guy in reg - put off
for a while

Call → June

☐ Continued over

U.S. COMMERCIAL

1. TYPE ☐ Vendor ☐ User ☐ Investor / Financial ☐ Media / Press ☐ Other ☐ EDI Newsletter
2. LEVEL ☐ Executive ☐ Manager ☐ Analyst ☐ Acquisition ☐ International ☐ Other
3. INTERESTS ☐ C/S ☐ Computer Systems ☐ Networks ☐ EC ☐ Information Services —
☐ EIS / CIS / Multimedia ☐ Other
☐ Software Products
☐ Professional Services, SI
☐ Outsourcing, Processing, Network Services
- ☐ Industry _____

U.S. FEDERAL ☐ MMAR ☐ FPAP ☐ FPAW ☐ FPFA ☐ Other**EUROPE** ☐ CSPR ☐ MAAP ☐ MSSP ☐ MVPP ☐ BIPR ☐ OSPR ☐ U.S.A. ☐ Other

* No names will be added without a completed
change order and program manager approval.

Program Manager
Authorization _____

CONTACT REPORT

Continuation Company _____

Name _____

INPUT

IT Intelligence Services

400 Frank W. Burr Blvd.

Teaneck, NJ 07666

Tel. (201) 801-0050

Fax (201) 801-0441

October 31, 1995

Liz Thompson
KPMG
90 S. 7th
Minneapolis, MN 55402

via fax 612-337-9457

Dear Liz:

Attached is a proposal describing INPUT's market study on the Food industry for KPMG.

We will be happy to adjust the scope, if that will meet KPMG's needs better.

I have also sent general information about the firm by separate cover.

Please call me with any questions and comments.

Sincerely,



Thomas O'Flaherty
Vice President

Enclosure



PROPOSAL

IT-RELATED MARKETS AND OPPORTUNITIES
IN THE FOOD INDUSTRY

Submitted to

KPMG

October 31, 1995

Prepared by

INPUT

Atrium at Glenpointe
400 Frank W. Burr Boulevard
Teaneck, NJ 07666

201-801-0050
Fax: 201-801-0441



IT-RELATED MARKETS AND OPPORTUNITIES IN THE FOOD INDUSTRY

I. OBJECTIVES

The principal objectives of the proposed study are:

- To size the software and services market in the U.S. food industry from 1995 to 2000.
- To identify high priority applications.
- To assess the position of major suppliers

II. SCOPE

The following issues will be addressed in the course of the study:

- What is the size of the overall market in 1995? What will be the major factors behind its changes and growth to 2000?
- What are the size and growth of the major delivery segments in the same time period? Segments include (subject to potential redefinition and adjustment):
 - IT-related consulting services
 - System development services
 - Systems integration
 - Applications software products
 - Software product customization and installation
 - Applications management/maintenance
 - Computer/network operations management ("outsourcing")
 - Related business advisory/consulting services (not necessarily directly linked to the above IT services)
- What are the major applications being replaced or receiving significant upgrades? What is the average spending anticipated by application, taking company size into account?
- Are there significant differences (e.g., applications or expected market growth) between different parts of the food industry.
 - For example, consumer products suppliers may have a different set of needs than companies that perform intermediate steps in food processing.
 - Note: During the analysis phase of the project, data will be analyzed from this standpoint.



- When looking at an outside supplier, what are the key selection factors by customers?
- How are the major suppliers (including KPMG) rated by customers and prospects? What can suppliers do to improve their chances for selection?

III. METHODOLOGY AND CONDUCT OF WORK

A. Approach and Methodology

INPUT will use market data and analysis already in its possession as the foundation for this study. In addition, INPUT will interview 100 food companies by telephone for their applications plans and views on vendors.

Based on discussions with KPMG, INPUT defines the universe of the food industry as follows:

- Food processors/manufacturers (SIC group 20)
- Tobacco manufacturers
- Warehousing/wholesale operations supporting the above

Exclusions include:

- Grocery and other retail establishments
- Agricultural producers
- Direct marketing (as separate entities)

Note: Given the patterns and changes in the producer/retail sectors, there will be overlaps and fuzzy areas between companies/functions included and excluded.

These inclusions and exclusions can be discussed further before research and analysis begins.

INPUT's analysis and research will divide the market into two size groups:

- Medium-sized companies (revenues between \$250-999 million)
- Large companies (revenue over \$1 billion)

If KPMG has other size cut-offs, these can be discussed prior to project initiation and, if feasible, incorporated into the study.

INPUT will review its questionnaire with KPMG. INPUT will test the questionnaire and make modifications as required. After the interviews are completed, the results will be reviewed, tabulated and analyzed.



In preparing its overall analysis, INPUT will take into account information collected for other studies (both subscription studies and the non-proprietary parts of custom research studies). Examples of this kind of information include:

- Impact of technology on business and applications.
- Custom vs. semi-custom vs. packaged software
- Different types and flavors of outsourcing
- The impact of electronic commerce
- Direct marketing and promotion initiatives
- Supply chain management
- Integrated, distributed accounting systems

INPUT will prepare a written report of its findings. INPUT will answer questions involving clarifications of this research and analysis for 60 days after delivery of the report.

INPUT will make a presentation of its findings in the New York area. If KPMG wishes a presentation made in another location, INPUT will quote a separate price.

B. Schedule

This study will take 8 weeks to complete, from the time of initiation to the delivery of the written report. The major activities and their timing are summarized below.

| <u>Week</u> | <u>Activity</u> |
|-------------|--|
| 1 | Project initiation: Define coverage in terms of industry definition, company size groups, delivery mode coverage and definition INPUT prepares and KPMG reviews the draft questionnaire |
| 2 | Questionnaire tested and modifications made as necessary |
| 3-5 | Food industry interviews |
| 6 | Data review, tabulation and analysis |
| 7 | Report prepared |
| 8 | Report delivered |
| 9 | INPUT delivers presentation |

INPUT can begin work within one week of authorization.



IV. QUALIFICATIONS

INPUT brings several unique qualifications to this project:

- INPUT is the only research firm with a subscription program covering all vertical markets from a software and IT services perspective. (See Exhibit 1.)
- INPUT's market-focussed analysis is based on primary research. This primary research is generally based on personal interviews (either face-to-face or by telephone).
- INPUT's services are both technology-aware and market-focussed.
- INPUT regularly extends its subscription research by means of targeted research and analysis to fill the needs of specific clients.
 - Exhibit 2 describes INPUT's research methodology.
 - Exhibit 3 contains summaries and profiles of projects whose scope was similar to this project.

The project will be directed by Thomas O'Flaherty, Vice President, who has managed many similar studies.



V. FEES

INPUT's fee for the project will be \$22,000. One-half of the amount (\$11,000) is due and payable upon authorization. The remainder is due upon submission of the report.

This fee includes all incidental project expenses. Other costs, such as a presentation outside of the New York area, will be quoted separately.

VI. AUTHORIZATION

To authorize the project as specified, please sign and return one copy of this proposal, along with the initial fee. Upon acceptance by INPUT, a countersigned copy of the proposal will be returned to KPMG.

AUTHORIZED BY:
KPMG

ACCEPTED BY:
INPUT

Name

Name

Title

Title

Date

Date



Exhibit 1

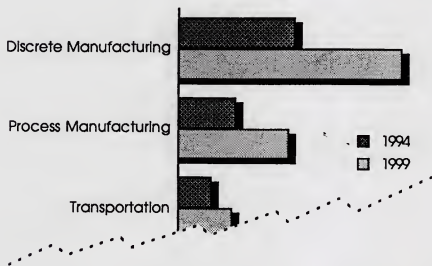
Pertinent Subscription Program Information



U.S. Information Services Industry Sector-Vertical Market Program

Provides detailed analyses and forecasts of U.S. markets for information services in both vertical (SIC-code defined) and cross-industry market sectors

**U.S. Market by Industry Sector
1994-1999**



- Identify the largest and fastest growing information services for better understanding of product and service opportunities
- Examine the major issues, trends and emerging technologies driving user information technology and information services decisions in each vertical market
- Understand the forces which drive or inhibit market growth
- Track the leading vendors of software and services in each vertical market, and identify vendor strategies and market shares
- Utilize recommendations for strategic action, based upon industry expert opinions, INPUT analysis, extensive user surveys and INPUT's proprietary databases and industry models.

**Continuous
Information
Services**

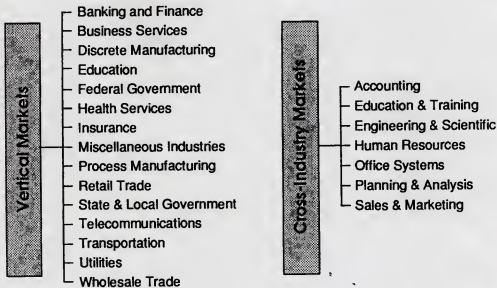
San Francisco
1881 Landings Drive
Mountain View
CA 94043-0848
U.S.A.
Tel. 1 (415) 961-3300
Fax 1 (415) 961-3966



Program Deliverables

Market Forecast Reports

Unique, high-value forecasts and analysis for fifteen vertical and seven cross-industry markets help clients understand the characteristics of industry-specific vertical markets and non industry-specific cross-industry markets for information services. The markets analyzed are:



Each report includes an analysis of the specific business environment, information technology and information systems trends and issues and leading vendor market shares and positioning.

For the vertical industries, report granularity provides detailed estimates of user spending patterns by seven major product/service categories and up to 25 additional subcategories.

For cross-industry markets, three product/service categories and up to nine subcategories are analyzed.

Support Services

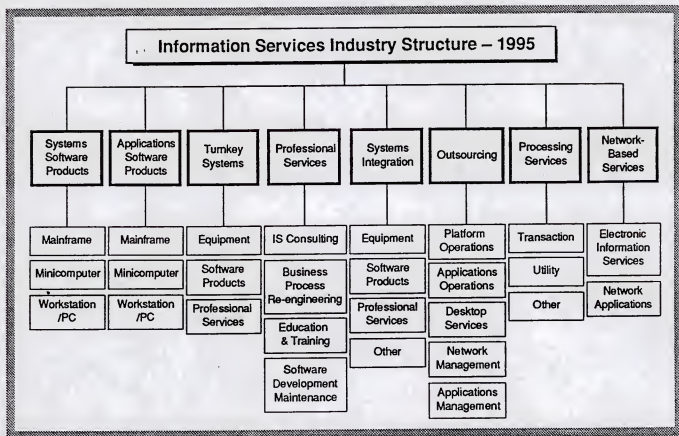
- **Consultant Access** – Contact INPUT consultants for answers to your specific questions.
- **On-Site Briefings** – Bring INPUT executives and analysts to educate your sales and marketing staff, help focus strategic plans, speak to your clients, investors, etc.

No other information services program offers such a complete examination of U.S. spending on information services.



Information Technology Intelligence Services

INPUT's unique market segmentation, models the way users buy services, software and maintenance. Five-year forecasts include competitive market shares and an analysis of the IT revolution impact in downsizing, outsourcing, re-engineering and networking.



The Millennium Is Almost Here

- The demands on corporate IT functions and user departments become more complex and time-critical.
- Vendors must have an impartial, knowledgeable estimate of market potential for their products and services.
- The pace of technological change continues to accelerate.
- Businesses need to know what is happening in the information services marketplace—now, and in the future.

INPUT's **IT2000** trademark identifies our commitment to provide this information—now and in the future. **IT2000**—INPUT's commitment to the information services marketplace in this millennium and the next.



Exhibit 2

INPUT's Research Methodology



IT Product/Service Opportunity Analysis

One of the primary custom research services which INPUT provides is identifying IT product or service opportunities in a particular market segment. Examples of these kinds of market segments include:

- Logistics applications in the oil and chemical industry
- The follow-on systems integratin (SI) market to strategic consulting in banking and finance
- SI opportunities in local exchange central office switching
- Applications management decision making in the Fortune 1000

INPUT's historic focus on industry markets and specific applications means that INPUT can often apply a great deal of preexisting data and understanding going into a particular target market.

This overview lets prospective clients understand:

- What general business objectives are clients seeking to meet?
- What concrete deliverables does INPUT provide?
- What approach and methodologies does INPUT use?

Study Objectives

An INPUT custom research study will answer the following types of product/service questions. (The exact scope of issues to be addressed will be defined in a written proposal.)

- Is the opportunity large and attractive enough to support the investment and market risk involved in launching a new offering?
- How is the segment being served now? Are there significant gaps?
- What will maximize market entry success?
- What feature/functions are *must haves*?
- What are the trade-offs between *make, modify, and buy*?
- Are there delivery alternatives to reduce costs or increase margins?
- How do the company and product rate against the competition?
- How should the product be positioned against competitors?
- What are purchasing criteria and processes? Are they changing?

One of INPUT's
Custom
Research
Services

INPUT
400 Frank W. Burr Blvd.
Teaneck, NJ 07666
Tel. (201) 801-0050
Fax (201) 801-0441



IT Product/ Service Opportunity Analysis

INPUT Deliverables

INPUT combines targeted market research and expert assessment to provide information and recommendations to help clients meet their business objectives.

The following are examples of concrete deliverables provided by INPUT (the exact deliverables will depend on the scope of work agreed to by INPUT and the client):

- What is the total size of the opportunity, both now and in the future? What are the chief growth factors?
- How is the market subdivided? Segments include (but are not limited to):
 - Industry segments/subsegments
 - Size of customer
 - Technology platforms
 - Level of need
 - Age of current applications
 - Geography
 - Source of software
 - Degree of openness/averseness toward technology
- What are critical business/systems needs? How well are these being met?
- How much importance do customers place on specific features? How is the relative importance of features changing?
- How closely do current—or conceptual—products meet feature requirements? Are there exploitable gaps between the importance of a feature and product ratings?
- What are customers' criteria for acquiring products? How well do specific vendors and their products meet these criteria?
- What do prospective customers see as the strengths and weaknesses of specific products and vendors?
- What level of people—and which organizational units—are involved in the acquisition process? Who decides? How is the process changing?

For more information
please call
(201) 801-0050



INPUT tabulates the data and analyzes results.

- For studies with more than 40 interviews the results are available in a computer-readable database; smaller samples may only be reported in hard-copy format.
- Depending on sample size and specifications, the analysis also includes demographic cuts, such as industry, geography and/or size of customer
- Crosstabs are performed as agreed to in advance; other crosstabs are added as required by the analysis

As part of the analysis, INPUT compares the results of client-specific research being undertaken with appropriate program research and also takes advantage of the knowledge base of its professional staff.

INPUT keeps the client informed on the status of a project by means of progress reviews, which may be face-to-face, by teleconference and/or by written reports.

At the completion of the project, a complete written report is prepared which describes and analyzes all pertinent data and contains conclusions and recommendations.

There is usually a presentation of results using overhead transparencies or 35mm slides. This is often an interactive work session in which the client and INPUT discuss how the findings are applicable in other situations, effects of alternative scenarios, etc.

INPUT is available for telephone consultation after the delivery of the report and presentation.

IT Product/
Service
Opportunity
Analysis

*For more information
please call
(201) 801-0050*



IT Product/ Service Opportunity Analysis

INPOT provides a full range of recommendations based on:

- Findings from customer-based research
- Evaluations of competitors' market positioning, product strategies and plans
- INPUT's senior staff experience and assessments

INPUT Methodology

INPUT has a flexible research methodology which allows research to be tailored to meet a client's specific needs. This description of the methodology shows the basic *template* that can be modified as needed. The exact approach is spelled out in a written proposal; most INPUT projects are performed on a fixed fee basis.

INPUT typically conducts primary interview research with a sample of prospects and/or customers. In many cases, INPUT will also conduct research on current or potential competitors.

Projects start with a kickoff meeting, generally face-to-face, which includes reviews of:

- The client's pertinent offerings, plans and information needs
- Questionnaires and/or interview guides
- Interview selection criteria and supply of contact lists
- Schedules and deliverables

Normally, INPUT's interview process is *double blind*:

- The client's identity is not revealed to interviewees
- Specific data and findings are not associated with the name of a company interviewed (although a list of all firms interviewed is provided in the report)

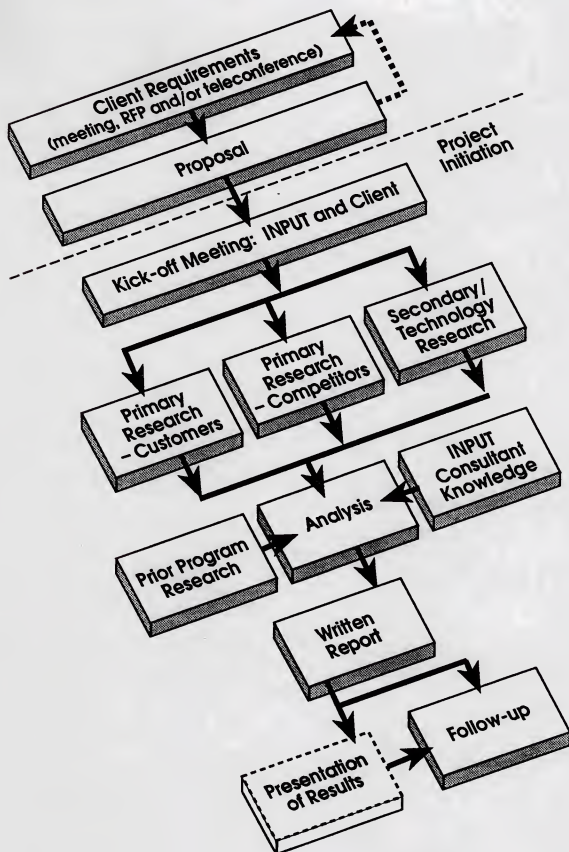
This procedure helps to ensure a high rate of participation and frank answers to questions. As a further incentive, respondents are supplied with a summary of findings (which is reviewed with the client before release).

INPUT generally uses its own interviewing staff, with exceptions involving foreign languages or highly technical topics; in these cases INPUT uses specialized interviewers with whom INPUT has an ongoing relationship.

INPUT
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Teaneck, NJ 07666
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Custom Research Methodology





Example of Assignments

Custom Research and Consulting for the Information Systems and Service Industry

The brief descriptions below show the breadth and depth of INPUT's research and consulting assignments. More detailed descriptions of assignments in specific industries, technology areas and markets are available and will be supplied on request.

IT Strategy and Opportunities

- Reviewed the services offerings of a large manufacturer
- Assessed strategy for an innovative health care intermediary business
- Developed an "Insourcing" plan for a major corporation

Competitive Analysis

- Analysis of consulting and professional services competitors
- An analysis of leading BPR consultants
- Assessed electronic services offered by major banks
- In-depth analysis of niche outsourcing vendors

Vertical Subsegments

- Assessed changes in market needs in manufacturing niches
- Studied information services vendor selection process in a major vertical market
- Developed and tested concept for an innovative property/casualty software product
- Reviewed products, markets and strategy for a major provider of public safety systems

Alliances and Acquisitions

- Outsourcing strategy analysis
- Leveraging worldwide telecommunications capabilities
- Repositioning of a major imaging supplier
- Due diligence analyses of software and services operations (multiple)

New Technology, Products and Services

- Planned client/server support services
- Developed an innovative software maintenance business
- Discovered opportunities in software product segments (multiple)

Customer Satisfaction

- Comparative customer satisfaction of the top vendors in an information services segment (multiple studies)
- Analysis of market acceptance and comparative importance of four leading CASE products
- Satisfaction across multiple customer sets for a leading DBMS product
- Comparative customer satisfaction of a leading SI vendor and competitors



Exhibit 3

Custom Project Summaries and Profiles



CLIENT CASE STUDY

Assessing Changes in Vertical Market Applications

The Client

One of the largest information services companies

Client Objectives

The client required benchmarks on the rate of new applications installations in selected vertical markets. The client needed the following information:

- Application replacement rates
- Source of applications (in-house, custom, software package)
- Applications characteristics
- Impact of technology on the rate of application change
- End user involvement in selecting new applications

INPUT's Role

INPUT conducted targeted research on applications plans of medium and large corporations. Detailed profiles were constructed on almost 200 applications. INPUT analyzed and aggregated the information. INPUT drew conclusions that were both segment-specific as well as covering the applications spectrum. INPUT presented the material in several detailed work sessions and also summarized the findings for client management.

Client Benefits

The client had previously not been sure as to the magnitude of application variation between customer segments. This research clarified the similarities and differences between segments. In addition, the client's previous planning had not fully taken into account the extent to which end user involvement was also segment-driven.



CLIENT CASE STUDY

The Vendor Selection Process in a Major Vertical Industry

The Client

An Industry Marketing Unit of a Major Supplier of Products and Services

Client Objectives

This vendor had been quite successful in selling IT products and services into a particular vertical market. However, its growth rate had fallen and there was a perception that

- Both the nature and the location of the customer decision making process was changing.
- Senior user department executives were playing a major role in these changes.

The following major information needs were required to change their strategy:

- The relationship of the sales of products and services.
- The pull-through effects of strategic consulting
- The vendor selection process; award criteria
- Strengths and weaknesses of the client and its competitors

INPUT's Role

INPUT worked with the client to develop an interview guide which was then used as the foundation for face-to-face interviews with senior executives. As a result of interim findings the scope of the study was changed appreciably. INPUT prepared a report on its findings which was circulated and used by management groups in the client organization.

Client Benefits

The study addressed all of the client's objectives. The study delivered several value-added elements not in the original scope:

- The underlying systems planning process was more important than originally believed by the client.
- The client's image in this market had undergone a number of recent changes.
- Several sales and marketing "quick fixes" were identified.



CLIENT CASE STUDY

Assessing the Position of Manufacturing Software Vendors

The Client

A "household name" vendor of IT products and services.

Client Objectives

The client was beginning a five year plan to develop a new generation of software products for the manufacturing sector. The client needed to understand the needs, size and direction of the market, and also an assessment of current and future competitors.

INPUT's Role

INPUT conducted a series of research studies on manufacturing segments and discovered that there was a much larger untapped market than previously expected. [This has been confirmed by SAP's explosive growth.]

In addition, INPUT provided assessments of competitive products and companies, comparing the client's then/now position to the current and expected positions of competitors.

Client Benefits

This information was widely used in developing product plans, including the market's receptivity to different forms of software technology.



CLIENT CASE STUDY

Changing an Applications Management Strategy

The Client

A Large Information Services Vendor

Client Objectives

The client had begun to offer applications management services (i.e., primarily long term software support and development) based on its understanding of the market. However, market reception was unexpectedly mixed. The client realized it needed further understanding of market requirements, the market's overall maturity and the buying process.

INPUT's Role

INPUT's first step was to work with the client to define explicitly what they thought was being offered and not being offered.

INPUT designed a research methodology to meet the client's objectives, using multiple focus groups (with IS and non-IS executives) across the country.

INPUT presented its findings to the senior executive in charge of the applications management initiative. The findings (which were accepted and implemented):

- Called for a much higher degree of integration of offerings within the organization than had previously been planned.
- Have resulted in a major change to marketing the offerings and how the customer is approached.

Focus group video excerpts were critical for convincing client management of the need for changes.

Client Benefits

The client's prior direction had been logical and organizationally comfortable. However, the offering was inconsistent with the direction and needs of this particular market. The unexpected message from the market was unmistakable and resulted, in the client's words, "avoiding going down a long dead end."



INPUT EXPERIENCE

MARKET ANALYSES: SOFTWARE PRODUCTS

- Have conducted many studies on market/product opportunities in many application software product segments. Through primary research identified needs, gaps, market size, growth, special opportunities, competitive environment, vendor strengths and weaknesses. Examples of segments studied:
 - Manufacturing/distribution (see separate listing)
 - Banking (see separate listing)
 - Insurance (see separate listing)
 - Federal government (see separate listing)
 - State/local government (see separate listing)
 - Financial planning and analysis software
 - Payroll/human resources
- Conducted customer satisfaction studies across multiple product lines for one of the largest producers of systems software.
- Assessed the acceptability of UNIX as a platform for a software company considering extending its products to new platforms.
- Studied the market position of the major suppliers to the real time operating system and tools market.
- Performed several studies on current and future networking software markets.
- Surveyed the needs, directions and platform ratings of ISVs for one of the largest manufacturers of specialized platforms.
- Reviewed the current and future competitive environment for a major DBMS supplier.
- Conducted primary research to assess the acceptability of using an object oriented software platform to produce maintainable/reusable code.
- Performed many studies in the CASE/applications development market (see separate listing).



INPUT EXPERIENCE

MANUFACTURING/DISTRIBUTION

- INPUT has conducted many studies on opportunities for new services and/or software products in specific manufacturing sectors and niches. Primary research has been used to identify needs, gaps, market sizes, growth, special opportunities, the competitive environment, and vendor strengths and weaknesses. Sectors include: Aerospace, Automotive, Consumer goods, Food, Machinery, Oil & Chemicals, and Pharmaceuticals.
- INPUT was engaged by a major manufacturer to assess over 200 internally-developed software and service capabilities for possible commercial exploitation. INPUT studied each market area's requirements; the state of competitive offerings/capabilities; the current capabilities of the client's offering; the potential for improvement of the offering and the depth of staff and knowledge.
- INPUT assessed the commercial viability of over 20 products and service capabilities of an aerospace firm. Some offerings were currently targeted at a narrow market and the issue was the potential for expansion. In other cases there was a raw capability that had to be assessed. In both cases, the primary issue was the strength of the internal capability versus market needs.
- For a major unit of a pharmaceutical company, INPUT was called in by the President to report on why a manufacturing control system had not been successfully implemented by their international division. The study involved working with and understanding the U.S. manufacturing organization, the international unit and the IS division. INPUT resolved the situation by identifying systems problems as well as a series of management and communications issues.
- INPUT has conducted analyses and presentation of developments in distribution/logistics for several software and services vendors.
- INPUT has performed several analyses of the flow of goods and services across manufacturing sectors, including a number of studies examining specific product and distribution sectors. These studies have highlighted changes occurring in product distribution channels.



INPUT PROJECT EXPERIENCE:

MARKET ANALYSES: SOFTWARE PRODUCTS

- Conducted customer satisfaction studies across multiple product lines for one of the largest producers of systems software.
- Assessed the acceptability of UNIX as a platform for a software company considering extending its products to new platforms.
- Studied the market position of the major suppliers to the real time operating system and tools market.
- Performed several studies on current and future networking software markets.
- Surveyed the needs, directions and platform ratings of ISVs for one of the largest manufacturers of specialized platforms.
- Reviewed the current and future competitive environment for a major DBMS supplier.
- Conducted primary research to assess the acceptability of using an object oriented software platform to produce maintainable/reusable code.
- Performed many studies in the CASE/applications development market (see separate listing).
- Have conducted many studies on market/product opportunities in many application software product segments. Through primary research identified needs, gaps, market size, growth, special opportunities, competitive environment, vendor strengths and weaknesses. Examples of segments studied:
 - Manufacturing/distribution (see separate listing)
 - Banking (see separate listing)
 - Insurance (see separate listing)
 - Federal government (see separate listing)
 - State/local government (see separate listing)
 - Financial planning and analysis software
 - Payroll/human resources



INPUT CAPABILITIES:

SOFTWARE ENGINEERING/APPLICATION DEVELOPMENT

- Analyses of market acceptance and comparative importance of product features of four leading CASE products (four of top five worldwide)
- Reviewed operations of two CASE product companies (separate reviews); recommendations were implemented
- Conducted due diligence investigations of the product and market position of four CASE product companies (separate studies; conclusions were adopted)
- Conducted two market studies for a European CASE company
- Performed an analysis of the leading vendors and their positions in the real time application development market
- Conducted research of maintenance requirements in embedded software; INPUT developed a business plan which was implemented
- Advised a major corporation on the feasibility and options for setting up a subsidiary to address applications development service requirements
- Assessed the product visibility and positioning of a set of emerging application development products; provided recommendations
- Conducted a product and market study for a major services firm to help the firm chart its application development strategy
- Analyzed the technical and market position of a potential AD/Cycle partner; made recommendations for successful negotiations. Client is now an AD/Cycle partner.
- Presented special briefings on CASE and systems integration, as well as CASE and downsizing
- Prepared special briefings for foreign corporations on the state of U.S. applications development
- Presentation to conferences and professional groups
- Advised on several CASE-related product acquisitions
- Researched metrics supporting best software development practices.



INPUT CAPABILITIES

MARKET ANALYSES: STRATEGIC CONSULTING BUSINESS

- Prepared analysis of leading providers of business process re-engineering (BPR) services, including size of core business; specialties and knowledge bases; carryover into broader consulting; relation to IT consulting; relation to downstream project management, SI and outsourcing; tools and methodologies used; market position; strategic direction.
- Interviewed senior managers (largely non-IS) in a large vertical segment to understand (a) how systems projects were initiated (b) relation of initial strategic consulting to later awards for IT products and services. Results were different than initial client expectations and received attention at the highest levels in the client organization.
- A review of leading management consultants' business and its current and future relationship to more narrowly defined IT-related consulting. The review included: size of components of each management consultant's business; identification of tactical and strategic thrusts; assessment of each management consultant's attitudes toward the information services business.
- INPUT conducted in-depth, high level research for a leading management consulting firm to identify the receptivity of its current and future clients toward the management consulting firm becoming more deeply involved with IT-oriented services. INPUT's analysis and recommendations were used to develop a new, successful business direction.
- For a large internal IS group, INPUT made recommendations on how the group could become more like an outside consulting organization. This engagement involved developing group/individual profiles of successful firms, including: organization approaches; compensation; margins; recruitment and training; business specialties; key factors in their success. The client organization was assessed in depth and compared to external consultants. INPUT made a series of detailed recommendations for change.
- INPUT has conducted a number of studies sizing and assessing the consulting business in a number of niche markets.



SIC Code Map

| Dept # | Department Name | SIC Code | Description |
|--------|----------------------------|----------|---|
| 578 | RETAIL & CONSUMER PRODUCTS | 5023 | HOME FURNISHINGS |
| 578 | RETAIL & CONSUMER PRODUCTS | 5031 | LUMBER, PLYWOOD, MILLWORK & WOOD PANELS |
| 578 | RETAIL & CONSUMER PRODUCTS | 5032 | BRICK, STONE & RELATED CONSTRUCTION MATERIALS |
| 578 | RETAIL & CONSUMER PRODUCTS | 5033 | ROOFING, SIDING & INSULATION MATERIALS |
| 578 | RETAIL & CONSUMER PRODUCTS | 5039 | CONSTRUCTION MATERIALS, NEC |
| 578 | RETAIL & CONSUMER PRODUCTS | 5043 | PHOTOGRAPHIC EQUIPMENT & SUPPLIES |
| 578 | RETAIL & CONSUMER PRODUCTS | 5044 | OFFICE EQUIPMENT |
| 578 | RETAIL & CONSUMER PRODUCTS | 5046 | COMMERCIAL EQUIPMENT, NEC |
| 578 | RETAIL & CONSUMER PRODUCTS | 5049 | PROFESSIONAL EQUIPMENT & SUPPLIES, NEC |
| 578 | RETAIL & CONSUMER PRODUCTS | 5064 | ELECTRICAL APPLIANCES, TV & RADIO SETS |
| 578 | RETAIL & CONSUMER PRODUCTS | 5065 | ELECTRONIC PARTS & EQUIPMENT, NEC |
| 578 | RETAIL & CONSUMER PRODUCTS | 5072 | HARDWARE |
| 578 | RETAIL & CONSUMER PRODUCTS | 5074 | PLUMBING & HEATING EQUIPMENT & SUPPLIES (HYDRO)NICS |
| 578 | RETAIL & CONSUMER PRODUCTS | 5075 | WARM AIR HEATING & AIR CONDITIONING EQUIPMENT & SUPPLIES |
| 578 | RETAIL & CONSUMER PRODUCTS | 5078 | REFRIGERATION EQUIPMENT & SUPPLIES |
| 578 | RETAIL & CONSUMER PRODUCTS | 5085 | INDUSTRIAL SUPPLIES |
| 578 | RETAIL & CONSUMER PRODUCTS | 5087 | SERVICES ESTABLISHMENT EQUIPMENT & SUPPLIES |
| 578 | RETAIL & CONSUMER PRODUCTS | 5091 | SPORTING & RECREATIONAL GOODS & SUPPLIES |
| 578 | RETAIL & CONSUMER PRODUCTS | 5092 | TOYS & HOBBIY GOODS & SUPPLIES |
| 578 | RETAIL & CONSUMER PRODUCTS | 5093 | SCRAP & WASTE MATERIALS |
| 578 | RETAIL & CONSUMER PRODUCTS | 5094 | JEWELRY, WATCHES, PRECIOUS STONES & PRECIOUS METALS |
| 578 | RETAIL & CONSUMER PRODUCTS | 5099 | DURABLE GOODS, NEC |
| 578 | RETAIL & CONSUMER PRODUCTS | 5111 | PRINTING & WRITING PAPER |
| 578 | RETAIL & CONSUMER PRODUCTS | 5112 | STATIONERY & OFFICE SUPPLIES |
| 578 | RETAIL & CONSUMER PRODUCTS | 5113 | INDUSTRIAL & PERSONAL SERVICE PAPER |
| 578 | RETAIL & CONSUMER PRODUCTS | 5122 | DRUGS, DRUG PROPRIETARIES & DRUGISTS SUNDRIES |
| 578 | RETAIL & CONSUMER PRODUCTS | 5131 | PIECE GOODS, NOTIONS & OTHER DRY GOODS |
| 578 | RETAIL & CONSUMER PRODUCTS | 5136 | MEN'S & BOYS' CLOTHING & FURNISHINGS |
| 578 | RETAIL & CONSUMER PRODUCTS | 5137 | WOMEN'S, CHILDREN'S & INFANTS' CLOTHING & ACCESSORIES |
| 578 | RETAIL & CONSUMER PRODUCTS | 5139 | FOOTWEAR |
| 578 | RETAIL & CONSUMER PRODUCTS | 5171 | PETROLEUM BULK STATIONS & TERMINALS |
| 578 | RETAIL & CONSUMER PRODUCTS | 5172 | PETROLEUM PETROL PROD WHOLESALERS, EX BULK STATIONS/TERMINALS |
| 578 | RETAIL & CONSUMER PRODUCTS | 5192 | BOOKS, PERIODICALS & NEWSPAPERS |
| 578 | RETAIL & CONSUMER PRODUCTS | 5198 | PAINTS, VARNISHES & SUPPLIES |
| 578 | RETAIL & CONSUMER PRODUCTS | 5199 | NONDURABLE GOODS, NEC |
| 578 | RETAIL & CONSUMER PRODUCTS | 5211 | LUMBER & OTHER BUILDING MATERIALS DEALERS |
| 578 | RETAIL & CONSUMER PRODUCTS | 5231 | PAINT, GLASS & WALLPAPER STORES |
| 578 | RETAIL & CONSUMER PRODUCTS | 5251 | HARDWARE STORES |
| 578 | RETAIL & CONSUMER PRODUCTS | 5261 | RETAIL, NURSERIES, LAWN & GARDEN SUPPLY STORES |
| 578 | RETAIL & CONSUMER PRODUCTS | 5271 | MOBILE HOME DEALERS |
| 578 | RETAIL & CONSUMER PRODUCTS | 5311 | DEPARTMENT STORES |
| 578 | RETAIL & CONSUMER PRODUCTS | 5331 | VARIETY STORES |
| 578 | RETAIL & CONSUMER PRODUCTS | 5399 | MISC GENERAL MERCHANDISE STORES |
| 578 | RETAIL & CONSUMER PRODUCTS | 5401 | GROCERY STORES |
| 578 | RETAIL & CONSUMER PRODUCTS | 5421 | MEAT & FISH (SEAFOOD) MARKETS, INCLUDING FREEZER PROVISIONERS |
| 578 | RETAIL & CONSUMER PRODUCTS | 5431 | FRUIT & VEGETABLE MARKETS |
| 578 | RETAIL & CONSUMER PRODUCTS | 5441 | CANDY, NUT & CONFECTIONERY STORES |
| 578 | RETAIL & CONSUMER PRODUCTS | 5451 | DAIRY PRODUCTS STORES |
| 578 | RETAIL & CONSUMER PRODUCTS | 5461 | RETAIL BAKERS |
| 578 | RETAIL & CONSUMER PRODUCTS | 5469 | MISCELLANEOUS FOOD STORES |
| 578 | RETAIL & CONSUMER PRODUCTS | 5511 | MOTOR VEHICLE DEALERS (NEW & USED) |
| 578 | RETAIL & CONSUMER PRODUCTS | 5521 | MOTOR VEHICLE DEALERS (USED ONLY) |
| 578 | RETAIL & CONSUMER PRODUCTS | 5531 | AUTO & HOME SUPPLY STORES |
| 578 | RETAIL & CONSUMER PRODUCTS | 5541 | GASOLINE SERVICE STATIONS |
| 578 | RETAIL & CONSUMER PRODUCTS | 5551 | BOAT DEALERS |
| 578 | RETAIL & CONSUMER PRODUCTS | 5561 | RECREATION VEHICLE DEALERS |
| 578 | RETAIL & CONSUMER PRODUCTS | 5571 | MOTORCYCLE DEALERS |
| 578 | RETAIL & CONSUMER PRODUCTS | 5599 | AUTOMOTIVE DEALERS, NEC |
| 578 | RETAIL & CONSUMER PRODUCTS | 5611 | MEN'S & BOYS' CLOTHING & ACCESSORY STORES |
| 578 | RETAIL & CONSUMER PRODUCTS | 5621 | WOMEN'S CLOTHING STORES |
| 578 | RETAIL & CONSUMER PRODUCTS | 5632 | WOMEN'S ACCESSORY & SPECIALTY STORES |
| 578 | RETAIL & CONSUMER PRODUCTS | 5641 | CHILDREN'S & INFANTS' WEAR STORES |
| 578 | RETAIL & CONSUMER PRODUCTS | 5651 | FAMILY CLOTHING STORES |
| 578 | RETAIL & CONSUMER PRODUCTS | 5661 | SHOE STORES |
| 578 | RETAIL & CONSUMER PRODUCTS | 5699 | MISC APPAREL & ACCESSORY STORES |
| 578 | RETAIL & CONSUMER PRODUCTS | 5712 | FURNITURE STORES |
| 578 | RETAIL & CONSUMER PRODUCTS | 5713 | FLOOR COVERING STORES |
| 578 | RETAIL & CONSUMER PRODUCTS | 5714 | DRAPERY, CURTAIN & UPHOLSTERY STORES |



SIC Code Map

| Page # | Department Name | SIC Code | Description |
|--------|----------------------------|----------|--|
| 578 | RETAIL & CONSUMER PRODUCTS | 2842 | SPECIALTY CLEANING, POLISHING & SANITATION PREPARATIONS |
| 578 | RETAIL & CONSUMER PRODUCTS | 2843 | SURF ACTIVE AGENTS/FINISHING AGENTS/SULFONATED OILS/ASBTS |
| 578 | RETAIL & CONSUMER PRODUCTS | 2844 | PERFUMES, COSMETICS & OTHER TOILET PREPARATIONS |
| 578 | RETAIL & CONSUMER PRODUCTS | 2851 | PAINTS, VARNISHES, LACQUERS, ENAMELS & ALLIED PRODUCTS |
| 578 | RETAIL & CONSUMER PRODUCTS | 3021 | RUBBER & PLASTICS FOOTWEAR |
| 578 | RETAIL & CONSUMER PRODUCTS | 3069 | FABRICATED RUBBER PRODUCTS, NEC |
| 578 | RETAIL & CONSUMER PRODUCTS | 3089 | PLASTICS PRODUCTS, NEC |
| 578 | RETAIL & CONSUMER PRODUCTS | 3111 | LEATHER TANNING & FINISHING |
| 578 | RETAIL & CONSUMER PRODUCTS | 3131 | BOOT & SHOE CUT STOCK & FINDINGS |
| 578 | RETAIL & CONSUMER PRODUCTS | 3142 | HOUSE SLIPPERS |
| 578 | RETAIL & CONSUMER PRODUCTS | 3143 | MEN'S FOOTWEAR, EXCEPT ATHLETIC |
| 578 | RETAIL & CONSUMER PRODUCTS | 3144 | WOMEN'S FOOTWEAR, EXCEPT ATHLETIC |
| 578 | RETAIL & CONSUMER PRODUCTS | 3149 | FOOTWEAR, EXCEPT RUBBER, NEC |
| 578 | RETAIL & CONSUMER PRODUCTS | 3151 | LEATHER GLOVES & MITTENS |
| 578 | RETAIL & CONSUMER PRODUCTS | 3161 | LUGGAGE |
| 578 | RETAIL & CONSUMER PRODUCTS | 3171 | WOMEN'S HANDBAGS & PURSES |
| 578 | RETAIL & CONSUMER PRODUCTS | 3172 | PERSONAL LEATHER GOODS, EXCEPT WOMEN'S HANDBAGS & PURSES |
| 578 | RETAIL & CONSUMER PRODUCTS | 3199 | LEATHER GOODS, NEC |
| 578 | RETAIL & CONSUMER PRODUCTS | 3221 | GLASS CONTAINERS |
| 578 | RETAIL & CONSUMER PRODUCTS | 3261 | VITREOUS CHINA PLUMB FIXTURES/CHINA/EARthenWARE FITTINGS/BATH ACCESS |
| 578 | RETAIL & CONSUMER PRODUCTS | 3262 | VITREOUS CHINA TABLE & KITCHEN ARTICLES |
| 578 | RETAIL & CONSUMER PRODUCTS | 3263 | FINE EARTHENWARE (WHITEWARE) TABLE & KITCHEN ARTICLES |
| 578 | RETAIL & CONSUMER PRODUCTS | 3269 | POTTERY PRODUCTS, NEC |
| 578 | RETAIL & CONSUMER PRODUCTS | 3421 | CUTLERY |
| 578 | RETAIL & CONSUMER PRODUCTS | 3423 | HAND & EDGE TOOLS, EXCEPT MACHINE TOOLS & HANDSAWS |
| 578 | RETAIL & CONSUMER PRODUCTS | 3425 | SAW BLADES & HANDSAWS |
| 578 | RETAIL & CONSUMER PRODUCTS | 3429 | HARDWARE, NEC |
| 578 | RETAIL & CONSUMER PRODUCTS | 3431 | ENAMELED IRON & METAL SANITARY WARE |
| 578 | RETAIL & CONSUMER PRODUCTS | 3432 | PLUMBING FIXTURE FITTINGS & TRIM |
| 578 | RETAIL & CONSUMER PRODUCTS | 3433 | HEATING EQUIPMENT, EXCEPT ELECTRIC & WARM AIR FURNACES |
| 578 | RETAIL & CONSUMER PRODUCTS | 3442 | METAL DOORS, SASH, FRAMES, MOLDING & TRIM |
| 578 | RETAIL & CONSUMER PRODUCTS | 3446 | ARCHITECTURAL & ORNAMENTAL METAL WORK |
| 578 | RETAIL & CONSUMER PRODUCTS | 3451 | SCREW MACHINE PRODUCTS |
| 578 | RETAIL & CONSUMER PRODUCTS | 3452 | BOLTS, NUTS, SCREWS, RIVETS & WASHERS |
| 578 | RETAIL & CONSUMER PRODUCTS | 3482 | SMALL ARMS AMMUNITION |
| 578 | RETAIL & CONSUMER PRODUCTS | 3484 | SMALL ARMS |
| 578 | RETAIL & CONSUMER PRODUCTS | 3497 | METAL POIL & LEAF |
| 578 | RETAIL & CONSUMER PRODUCTS | 3524 | LAWN & GARDEN TRACTORS & HOME LAWN & GARDEN EQUIPMENT |
| 578 | RETAIL & CONSUMER PRODUCTS | 3546 | POWER-DRIVEN HAND TOOLS |
| 578 | RETAIL & CONSUMER PRODUCTS | 3578 | CALCULATING & ACCOUNTING MACHINES, EXCEPT COMPUTERS |
| 578 | RETAIL & CONSUMER PRODUCTS | 3631 | HOUSEHOLD COOKING EQUIPMENT |
| 578 | RETAIL & CONSUMER PRODUCTS | 3632 | HOUSEHOLD REFRIGERATORS & HOME & FARM FREEZERS |
| 578 | RETAIL & CONSUMER PRODUCTS | 3633 | HOUSEHOLD LAUNDRY EQUIPMENT |
| 578 | RETAIL & CONSUMER PRODUCTS | 3634 | ELECTRIC HOUSEWARES & FANS |
| 578 | RETAIL & CONSUMER PRODUCTS | 3635 | HOUSEHOLD VACUUM CLEANERS |
| 578 | RETAIL & CONSUMER PRODUCTS | 3639 | HOUSEHOLD APPLIANCES, NEC |
| 578 | RETAIL & CONSUMER PRODUCTS | 3641 | ELECTRIC LAMP BULBS & TUBES |
| 578 | RETAIL & CONSUMER PRODUCTS | 3645 | RESIDENTIAL ELECTRIC LIGHTING FIXTURES |
| 578 | RETAIL & CONSUMER PRODUCTS | 3646 | PHOTOGRAPHIC EQUIPMENT & SUPPLIES |
| 578 | RETAIL & CONSUMER PRODUCTS | 3873 | WATCHES, CLOCKS, CLOCKWORK OPERATED DEVICES & PARTS |
| 578 | RETAIL & CONSUMER PRODUCTS | 3911 | JEWELRY, PRECIOUS METAL |
| 578 | RETAIL & CONSUMER PRODUCTS | 3914 | SILVERWARE, PLATED WARE & STAINLESS STEEL WARE |
| 578 | RETAIL & CONSUMER PRODUCTS | 3915 | JEWELRY FINDINGS & MATERIALS & LAUNDARY WORK |
| 578 | RETAIL & CONSUMER PRODUCTS | 3931 | MUSICAL INSTRUMENTS |
| 578 | RETAIL & CONSUMER PRODUCTS | 3942 | DOLLS & STUFFED TOYS |
| 578 | RETAIL & CONSUMER PRODUCTS | 3944 | GAMES, TOYS & CHILDREN'S VEHICLES, EXCEPT DOLLS & BICYCLES |
| 578 | RETAIL & CONSUMER PRODUCTS | 3949 | SPORTING & ATHLETIC GOODS, NEC |
| 578 | RETAIL & CONSUMER PRODUCTS | 3951 | PENS, MECHANICAL PENCILS & PARTS |
| 578 | RETAIL & CONSUMER PRODUCTS | 3952 | LEAD PENCILS, CRAYONS & ARTISTS' MATERIALS |
| 578 | RETAIL & CONSUMER PRODUCTS | 3953 | MARKING DEVICES |
| 578 | RETAIL & CONSUMER PRODUCTS | 3955 | CARBON PAPER & INKED RIBBONS |
| 578 | RETAIL & CONSUMER PRODUCTS | 3961 | COSTUME JEWELRY & COSTUME NOVELTIES, EXCEPT PRECIOUS METAL |
| 578 | RETAIL & CONSUMER PRODUCTS | 3965 | FASTENERS, BUTTONS, NEEDLES & PINS |
| 578 | RETAIL & CONSUMER PRODUCTS | 3991 | BROOMS & BRUSHES |
| 578 | RETAIL & CONSUMER PRODUCTS | 3993 | SIGNS & ADVERTISING SPECIALTIES |
| 578 | RETAIL & CONSUMER PRODUCTS | 3995 | BURIAL CASSETS |
| 578 | RETAIL & CONSUMER PRODUCTS | 3996 | LINOLEUM, ASPHALT-FELT-BASED/OTHR HD SURFACE FLR COVERINGS, NEC |
| 578 | RETAIL & CONSUMER PRODUCTS | 5021 | FURNITURE |



SIC Code Map

| Dept # | Department Name | SIC Code | Description |
|--------|----------------------------|----------|---|
| 578 | RETAIL & CONSUMER PRODUCTS | 2231 | BROADWOVEN FABRIC MILLS, WOOL (INCLUDING DYING&FINISHING) |
| 578 | RETAIL & CONSUMER PRODUCTS | 2241 | NARROW FABRICOTHER SMALLWARE MILLS: COT&WOOL/SLK/MAHMD FR |
| 578 | RETAIL & CONSUMER PRODUCTS | 2251 | WOMEN'S FULL LENGTH & KNIB LENGTH HOSIERY, EXCEPT SOCKS |
| 578 | RETAIL & CONSUMER PRODUCTS | 2252 | HOSIERY, NEC |
| 578 | RETAIL & CONSUMER PRODUCTS | 2253 | KNIT OUTERWEAR MILLS |
| 578 | RETAIL & CONSUMER PRODUCTS | 2254 | KNIT UNDERWEAR & NIGHTWEAR MILLS |
| 578 | RETAIL & CONSUMER PRODUCTS | 2257 | WFT KNIT FABRIC MILLS |
| 578 | RETAIL & CONSUMER PRODUCTS | 2258 | LACE & WART KNIT FABRIC MILLS |
| 578 | RETAIL & CONSUMER PRODUCTS | 2259 | KNITTING MILLS, NEC |
| 578 | RETAIL & CONSUMER PRODUCTS | 2261 | FINISHERS OF BROADWOVEN FABRICS OF COTTON |
| 578 | RETAIL & CONSUMER PRODUCTS | 2262 | FINISHERS OF BROADWOVEN FABRICS OF MANMADE FIBER & SILK |
| 578 | RETAIL & CONSUMER PRODUCTS | 2269 | FINISHERS OF TEXTILES, NEC |
| 578 | RETAIL & CONSUMER PRODUCTS | 2273 | CARPETS & RUGS |
| 578 | RETAIL & CONSUMER PRODUCTS | 2281 | YARN SPINNING MILLS |
| 578 | RETAIL & CONSUMER PRODUCTS | 2282 | YARN TEXTURIZING, THROWING, TWISTING & WINDING MILLS |
| 578 | RETAIL & CONSUMER PRODUCTS | 2284 | THREAD MILLS |
| 578 | RETAIL & CONSUMER PRODUCTS | 2295 | COATED FABRICS, NOT RUBBERIZED |
| 578 | RETAIL & CONSUMER PRODUCTS | 2296 | TIRE CORD & FABRICS |
| 578 | RETAIL & CONSUMER PRODUCTS | 2297 | NONWOVEN FABRICS |
| 578 | RETAIL & CONSUMER PRODUCTS | 2298 | CORDAGE & TWINE |
| 578 | RETAIL & CONSUMER PRODUCTS | 2299 | TEXTILE GOODS, NEC |
| 578 | RETAIL & CONSUMER PRODUCTS | 2311 | MEN'S & BOYS' SUITS, COATS & OVERCOATS |
| 578 | RETAIL & CONSUMER PRODUCTS | 2321 | MEN'S & BOYS' SHIRTS, EXCEPT WORK SHIRTS |
| 578 | RETAIL & CONSUMER PRODUCTS | 2322 | MEN'S & BOYS' UNDERWEAR & NIGHTWEAR |
| 578 | RETAIL & CONSUMER PRODUCTS | 2323 | MEN'S & BOYS' NECKWEAR |
| 578 | RETAIL & CONSUMER PRODUCTS | 2325 | MEN'S & BOYS' SEPARATE TROUSERS & SLACKS |
| 578 | RETAIL & CONSUMER PRODUCTS | 2326 | MEN'S & BOYS' WORK CLOTHING |
| 578 | RETAIL & CONSUMER PRODUCTS | 2329 | MEN'S & BOYS' CLOTHING, NEC |
| 578 | RETAIL & CONSUMER PRODUCTS | 2331 | WOMEN'S, MISSES' & JUNIORS' BLOUSES & SHIRTS |
| 578 | RETAIL & CONSUMER PRODUCTS | 2335 | WOMEN'S, MISSES' & JUNIORS' DRESSES |
| 578 | RETAIL & CONSUMER PRODUCTS | 2337 | WOMEN'S, MISSES' & JUNIORS' SHIRTS, SKIRTS & COATS |
| 578 | RETAIL & CONSUMER PRODUCTS | 2339 | WOMEN'S, MISSES' & JUNIORS' OUTERWEAR, NEC |
| 578 | RETAIL & CONSUMER PRODUCTS | 2341 | WOMEN'S/MISSES'/CHILDREN'S/INFANTS' UNDERWEAR&NIGHTWEAR |
| 578 | RETAIL & CONSUMER PRODUCTS | 2342 | BRASSIERS, GIRDLES & ALLIED GARMENTS |
| 578 | RETAIL & CONSUMER PRODUCTS | 2353 | HATS, CAPS & MILLINERY |
| 578 | RETAIL & CONSUMER PRODUCTS | 2361 | GIRLS, CHILDREN'S & INFANTS' DRESSES, BLOUSES & SKIRTS |
| 578 | RETAIL & CONSUMER PRODUCTS | 2369 | GIRLS, CHILDREN'S & INFANTS' OUTERWEAR, NEC |
| 578 | RETAIL & CONSUMER PRODUCTS | 2371 | FUR GOODS |
| 578 | RETAIL & CONSUMER PRODUCTS | 2381 | DRESSES & WORK GLOVES, EXCEPT KNIT & ALL LEATHER |
| 578 | RETAIL & CONSUMER PRODUCTS | 2384 | ROBES & DRESSING GOWNS |
| 578 | RETAIL & CONSUMER PRODUCTS | 2385 | WATERPROOF OUTERWEAR |
| 578 | RETAIL & CONSUMER PRODUCTS | 2386 | LEATHER & SHEEP LINED CLOTHING |
| 578 | RETAIL & CONSUMER PRODUCTS | 2387 | APPAREL, BELTS |
| 578 | RETAIL & CONSUMER PRODUCTS | 2389 | APPAREL & ACCESSORIES, NEC |
| 578 | RETAIL & CONSUMER PRODUCTS | 2391 | CURTAINS & DRAPERIES |
| 578 | RETAIL & CONSUMER PRODUCTS | 2392 | HOUSEFURNISHINGS, EXCEPT CURTAINS & DRAPERIES |
| 578 | RETAIL & CONSUMER PRODUCTS | 2393 | TEXTILE BAGS |
| 578 | RETAIL & CONSUMER PRODUCTS | 2394 | CANVAS & RELATED PRODUCTS |
| 578 | RETAIL & CONSUMER PRODUCTS | 2395 | PLEATING/DECORATIVE NOVELTY STITCH/TUCKING FOR THE TRADE |
| 578 | RETAIL & CONSUMER PRODUCTS | 2396 | AUTOMOTIVE TRIMMINGS, APPAREL FINDINGS&RLTD PRODUCTS |
| 578 | RETAIL & CONSUMER PRODUCTS | 2397 | SCHIFFLI MACHINE EMBROIDERIES |
| 578 | RETAIL & CONSUMER PRODUCTS | 2399 | FABRICATED TEXTILE PRODUCTS, NEC |
| 578 | RETAIL & CONSUMER PRODUCTS | 2511 | WOOD HOUSEHOLD FURNITURE, EXCEPT UPHOLSTERED |
| 578 | RETAIL & CONSUMER PRODUCTS | 2512 | WOOD HOUSEHOLD FURNITURE, UPHOLSTERED |
| 578 | RETAIL & CONSUMER PRODUCTS | 2514 | METAL HOUSEHOLD FURNITURE |
| 578 | RETAIL & CONSUMER PRODUCTS | 2515 | MATTRESSES, FOUNDATIONS & CONVERTIBLE BEDS |
| 578 | RETAIL & CONSUMER PRODUCTS | 2517 | WOOD TV, RADIO, PHONOGRAPH & STYING MACHINE CABINETS |
| 578 | RETAIL & CONSUMER PRODUCTS | 2519 | HOUSEHOLD FURNITURE, NEC |
| 578 | RETAIL & CONSUMER PRODUCTS | 2521 | WOOD OFFICE FURNITURE |
| 578 | RETAIL & CONSUMER PRODUCTS | 2522 | OFFICE FURNITURE, EXCEPT WOOD |
| 578 | RETAIL & CONSUMER PRODUCTS | 2523 | PUBLIC BUILDING & RELATED FURNITURE |
| 578 | RETAIL & CONSUMER PRODUCTS | 2531 | WOOD OFFICE/STORE FIXTURES, PARTITIONS, SHELVING&LOCKERS |
| 578 | RETAIL & CONSUMER PRODUCTS | 2542 | OFFICE/STORE FIXTURES, PARTITIONS, SHELVING&LOCKERS |
| 578 | RETAIL & CONSUMER PRODUCTS | 2549 | DRAPERY HARDWARE & WINDOW BLINDS & SHADES |
| 578 | RETAIL & CONSUMER PRODUCTS | 2599 | FURNITURE & FIXTURES, NEC |
| 578 | RETAIL & CONSUMER PRODUCTS | 2673 | PLASTICS, FOIL & COATED PAPER BAGS |
| 578 | RETAIL & CONSUMER PRODUCTS | 2675 | SANITARY PAPER PRODUCTS |
| 578 | RETAIL & CONSUMER PRODUCTS | 2841 | SOAP & OTHER DETERGENTS EXCEPT SPECIALTY CLEANERS |



SIC Code Map

| Dept # | Department Name | SIC Code | Description |
|--------|----------------------------------|----------|---|
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3566 | SPEED CHANGERS, INDUSTRIAL HIGH-SPEED DRIVES & GEARS |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3567 | INDUSTRIAL PROCESS FURNACES & OVENS |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3568 | MECHANICAL POWER TRANSMISSION EQUIPMENT, NEC |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3569 | GENERAL INDUSTRIAL MACHINERY & EQUIPMENT, NEC |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3581 | AUTOMATIC VENDING MACHINES |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3582 | COMMERCIAL LAUNDRY, DRY CLEANING & PRESSING MACHINES |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3585 | AIR COND/WARM AIR HEATING EQUIP & COMM & INSTANT REFRIG EQUIP |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3586 | MEASURING & DISPENSING PUMPS |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3589 | SERVICE INDUSTRY MACHINERY, NEC |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3592 | CARBURETORS, PISTONS, PISTON RINGS & VALVES |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3593 | FLUID POWER CYLINDERS & ACTUATORS |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3594 | FLUID POWER PUMPS & MOTORS |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3596 | SCALES & BALANCES, EXCEPT LABORATORY |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3599 | INDUSTRIAL & COMMERCIAL MACH & EQUIP, NEC |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3612 | POWER, DISTRIBUTION & SPECIALTY TRANSFORMERS |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3621 | MOTORS & GENERATORS |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3634 | CARBON & GRAPHITE PRODUCTS |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3623 | RELAYS & INDUSTRIAL CONTROLS |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3629 | ELECTRICAL INDUSTRIAL APPARATUS, NEC |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3643 | CURRENT-CARRYING WIRING DEVICES |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3644 | NONCURRENT-CARRYING WIRING DEVICES |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3646 | COMMERCIAL/INDUST/INSTITUTIONAL ELECTRIC LIGHTING FIXTURES |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3647 | VEHICULAR LIGHTING EQUIPMENT |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3648 | LIGHTING EQUIPMENT, NEC |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3671 | ELECTRON TUBES |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3675 | ELECTRONIC CAPACITORS |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3676 | ELECTRONIC RESISTORS |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3677 | ELECTRONIC COILS, TRANSFORMERS & OTHER INDUCTORS |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3678 | ELECTRONIC CONNECTORS |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3679 | ELECTRONIC COMPONENTS, NEC |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3691 | STORAGE BATTERIES |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3692 | PRIMARY BATTERIES, DRY & WET |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3694 | ELECTRICAL EQUIPMENT FOR INTERNAL COMBUSTION ENGINES |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3699 | ELECTRICAL MACH, EQUIP, & SUPPLIES, NEC |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3711 | MOTOR VEHICLES & PASSENGER CAR BODIES |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3713 | TRUCK & BUS BODIES |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3714 | MOTOR VEHICLE PARTS & ACCESSORIES |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3715 | TRUCK TRAILERS |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3716 | MOTOR HOMES |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3751 | MOTORCYCLES, BICYCLES & PARTS |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3761 | GUIDED MISSILES & SPACE VEHICLES |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3764 | GUIDED MISSILES/SPACE VEHICLE PROPULSION UNITS/PROPULSION UNITS |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3769 | GUIDED MISSILES/SPACE VEHICLE PARTS & AUXILIARY EQUIPMENT, NEC |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3792 | TRAVEL TRAILERS & CAMPER |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3795 | TANKS & TANK COMPONENTS |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3812 | SEARCH/DETECT/NAV/IGT/AT/GUIDE/AERONAUTICAL SYSTEM/INSTRUM |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3821 | LABORATORY APPARATUS & FURNITURE |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3822 | AUTOMATIC CONTRLS FOR REGULATING RES/COMM ENVIRONMENTS/APPLIANCES |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3823 | INDUST INSTRUMENTS FOR MEASUREMENT PROC VARIATIONS/RELATED PROD |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3824 | TOTALIZING FLUID METERS & COUNTING DEVICES |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3825 | INSTRUMENTS FOR MEAS & TESTING ELECTRICITY & ELECTRICAL SIGNALS |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3826 | LABORATORY ANALYTICAL INSTRUMENTS |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3827 | OPTICAL INSTRUMENTS & LENSES |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3829 | MEASURING & CONTROLLING DEVICES, NEC |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3999 | MANUFACTURING INDUSTRIES, NEC |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 5012 | AUTOMOBILES & OTHER MOTOR VEHICLES |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 5013 | MOTOR VEHICLE SUPPLIES & NEW PARTS |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 5014 | TIRES & TUBES |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 5015 | MOTOR VEHICLE PARTS, USED |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 5051 | METALS SERVICE CENTERS & OFFICES |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 5063 | ELECTRICAL APPARATUS/EQUIP/WIRING SUPPLIES&CONSTRUCTN EQUIP |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 5082 | CONSTRUCTION & MINING (EXCEPT PETROLEUM) MACH & EQUIP |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 5083 | FARM & GARDEN MACHINERY & EQUIPMENT |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 5084 | INDUSTRIAL MACHINERY & EQUIPMENT |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 7153 | HEAVY CONSTRUCTION EQUIPMENT RENTAL & LEASING |
| 578 | RETAIL & CONSUMER PRODUCTS | 2211 | BROADWOVEN FABRIC MILLS, COTTON |
| 578 | RETAIL & CONSUMER PRODUCTS | 2221 | BROADWOVEN FABRIC MILLS, MANMADE FIBER & STIK |



SIC Code Map

| Dept # | Department Name | SIC Code | Description |
|--------|----------------------------------|----------|--|
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3339 | PRIMARY SMELTING/REFINING OF NONFERROUS METALS, EXCEPT COPPER & ALUMINUM |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3341 | SECONDARY SMELTING & REFINING OF NONFERROUS METALS |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3351 | ROLLING, DRAWING & EXTRUDING OF COPPER |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3353 | ALUMINUM SHEET, PLATE & FOIL |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3354 | ALUMINUM EXTRUDED PRODUCTS |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3355 | ALUMINUM ROLLING & DRAWING, NEC |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3356 | ROLLING/DRAWING/EXTRUDING OF NONFERROUS METALS, EXCEPT COPPER & ALUMINUM |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3357 | DRAWING & INSULATING OF NONFERROUS WIRES |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3363 | ALUMINUM DIE-CASTINGS |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3364 | NONFERROUS DIE-CASTINGS, EXCEPT ALUMINUM |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3365 | ALUMINUM FOUNDRIES |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3366 | COPPER FOUNDRIES |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3369 | NONFERROUS FOUNDRIES, EXCEPT ALUMINUM & COPPER |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3398 | METAL HEAT TREATING |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3399 | PRIMARY METAL PRODUCTS, NEC |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3411 | METAL CANS |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3412 | METAL SHIPPING BARRELS, DRUMS, KEGS & PAILS |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3441 | FABRICATED STRUCTURAL METAL |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3443 | FABRICATED PLATE WORK (BOILER SHOPS) |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3444 | SHEET METAL WORK |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3448 | PRE-FABRICATED METAL BUILDINGS & COMPONENTS |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3449 | MISC STRUCTURAL METAL WORK |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3462 | IRON & STEEL FORGINGS |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3463 | NONFERROUS FORGINGS |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3465 | AUTOMOTIVE STAMPINGS |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3466 | CROWNS & CLOSURES |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3469 | METAL STAMPINGS, NEC |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3471 | ELECTROPLATING, PLATING, POLISHING, ANODIZING & COLORING |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3479 | COATING, ENGRAVING & ALLIED SERVICES, NEC |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3483 | AMMUNITION, EXCEPT FOR SMALL ARMS |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3489 | ORDNANCE & ACCESSORIES, NEC |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3491 | INDUSTRIAL VALVES |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3492 | FLUID POWER VALVES & HOSE FITTINGS |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3493 | STEEL SPRINGS, EXCEPT WIRE |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3494 | VALVES & PIPE FITTINGS, NEC |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3495 | WIRE SPRINGS |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3496 | MISCELLANEOUS FABRICATED WIRE PRODUCTS |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3498 | FABRICATED PIPE & PIPE FITTINGS |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3499 | FABRICATED METAL PRODUCTS, NEC |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3511 | STEAM/GAS & HYDRAULIC TURBINES/TURBINE GENERATOR SET UNITS |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3519 | INTERNAL COMBUSTION ENGINES, NEC |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3523 | FARM MACHINERY & EQUIPMENT |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3531 | CONSTRUCTION MACHINERY & EQUIPMENT |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3532 | MINING MACH & EQUIP, EXCEPT OIL & GAS FIELD MACH & EQUIP |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3533 | OIL & GAS FIELD MACHINERY & EQUIPMENT |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3534 | ELEVATORS & MOVING STAIRWAYS |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3535 | CONVEYORS & CONVEYING EQUIP. |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3536 | OVERHEAD TRAVELING CRANES, HOISTS & MONORAIL SYSTEMS |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3537 | INDUSTRIAL TRUCKS, TRACTORS, TRAILERS & STACKERS |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3541 | MACHINE TOOLS, METAL CUTTING TYPES |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3542 | MACHINE TOOLS, METAL FORMING TYPES |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3543 | INDUSTRIAL PATTERNS |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3544 | SPECIAL DIES & TOOLS, DIE SETS, JIGS & FIXTURES & INDUSTRIAL MOLDS |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3545 | CUTTING/MACH TOOLS ACCESSORIES/MACHINISTS' PRECISION MEASURING DEVS |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3547 | ROLLING MILL MACHINERY & EQUIPMENT |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3548 | ELECTRIC & GAS WELDING & SOLDERING EQUIP |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3549 | METALWORKING MACHINERY, NEC |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3552 | TEXTILE MACHINERY |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3553 | WOODWORKING MACHINERY |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3554 | PAPER INDUSTRIES MACHINERY |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3555 | PRINTING TRADES MACHINERY & EQUIPMENT |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3556 | FOOD PRODUCTS MACHINERY |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3559 | SPECIAL INDUSTRY MACHINERY, NEC |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3561 | PUMPS & PUMPING EQUIPMENT |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3562 | BALL & ROLLER BEARINGS |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3563 | AIR & GAS COMPRESSORS |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3564 | INDUSTRIAL/COMMERCIAL FANS & BLOWERS & AIR PURIFICATION EQUIPMENT |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3565 | PACKAGING MACHINERY |



SIC Code Map

| Doc# | Department Name | SIC Code | Description |
|------|----------------------------------|----------|---|
| 560 | FOOD & PACKAGED GOODS | 2111 | CIGARETTES |
| 560 | FOOD & PACKAGED GOODS | 2121 | CIGARS |
| 560 | FOOD & PACKAGED GOODS | 2131 | CHEWING & SMOKING TOBACCO & SNUFF |
| 560 | FOOD & PACKAGED GOODS | 2141 | TOBACCO STEMMING & REDRYING |
| 560 | FOOD & PACKAGED GOODS | 5141 | GROCERIES, GENERAL LINE |
| 560 | FOOD & PACKAGED GOODS | 5142 | PACKAGED FROZEN FOODS |
| 560 | FOOD & PACKAGED GOODS | 5143 | DAIRY PRODUCTS, EXCEPT DRIED OR CANNED |
| 560 | FOOD & PACKAGED GOODS | 5144 | POULTRY & POULTRY PRODUCTS |
| 560 | FOOD & PACKAGED GOODS | 5145 | CONFECTIONERY |
| 560 | FOOD & PACKAGED GOODS | 5146 | FISH & SEAFOODS |
| 560 | FOOD & PACKAGED GOODS | 5147 | MEATS & MEAT PRODUCTS |
| 560 | FOOD & PACKAGED GOODS | 5148 | FRESH FRUITS & VEGETABLES |
| 560 | FOOD & PACKAGED GOODS | 5149 | GROCERIES & RELATED PRODUCTS, NEC |
| 560 | FOOD & PACKAGED GOODS | 5153 | GRAIN & FEED BEANS |
| 560 | FOOD & PACKAGED GOODS | 5154 | LIVESTOCK |
| 560 | FOOD & PACKAGED GOODS | 5159 | FARM-PRODUCT RAW MATERIALS, NEC |
| 560 | FOOD & PACKAGED GOODS | 5181 | BEER & ALE |
| 560 | FOOD & PACKAGED GOODS | 5182 | WINE & DISTILLED ALCOHOLIC BEVERAGES |
| 560 | FOOD & PACKAGED GOODS | 5191 | FARM SUPPLIES |
| 560 | FOOD & PACKAGED GOODS | 5193 | FLOWERS, NURSERY STOCK & FLORISTS' SUPPLIES |
| 560 | FOOD & PACKAGED GOODS | 5194 | TOBACCO & TOBACCO PRODUCTS |
| 575 | FOREST PRODUCTS | 2411 | LOGGING |
| 575 | FOREST PRODUCTS | 2421 | SAWMILLS & PLANING MILLS, GENERAL |
| 575 | FOREST PRODUCTS | 2426 | HARDWOOD DIMENSION & FLOORING MILLS |
| 575 | FOREST PRODUCTS | 2429 | SPECIAL PRODUCT SAWMILLS, NEC |
| 575 | FOREST PRODUCTS | 2431 | MILLWORK |
| 575 | FOREST PRODUCTS | 2434 | WOOD KITCHEN CABINETS |
| 575 | FOREST PRODUCTS | 2435 | HARDWOOD VENEER & PLYWOOD |
| 575 | FOREST PRODUCTS | 2436 | SOFTWOOD VENEER & PLYWOOD |
| 575 | FOREST PRODUCTS | 2439 | STRUCTURAL WOOD MEMBERS, NEC |
| 575 | FOREST PRODUCTS | 2441 | NAILED & LOCK CORNER WOOD BOXES & SHOOK |
| 575 | FOREST PRODUCTS | 2444 | WOOD PALLETS & SKIDS |
| 575 | FOREST PRODUCTS | 2449 | WOOD CONTAINERS, NEC |
| 575 | FOREST PRODUCTS | 2452 | PREFABRICATED WOOD BUILDINGS & COMPONENTS |
| 575 | FOREST PRODUCTS | 2491 | WOOD PRESERVING |
| 575 | FOREST PRODUCTS | 2493 | RECONSTITUTED WOOD PRODUCTS |
| 575 | FOREST PRODUCTS | 2499 | WOOD PRODUCTS, NEC |
| 575 | FOREST PRODUCTS | 2611 | PULP MILLS |
| 575 | FOREST PRODUCTS | 2621 | PAPER MILLS |
| 575 | FOREST PRODUCTS | 2631 | PAPERBOARD MILLS |
| 575 | FOREST PRODUCTS | 2652 | SET-UP PAPERBOARD BOXES |
| 575 | FOREST PRODUCTS | 2653 | CORRUGATED & SOLID FIBER BOXES |
| 575 | FOREST PRODUCTS | 2655 | FIBER CANS, TUBES, DRUMS & SIMILAR PRODUCTS |
| 575 | FOREST PRODUCTS | 2656 | SANITARY FOOD CONTAINERS, EXCEPT FOLDING |
| 575 | FOREST PRODUCTS | 2657 | FOLDING PAPERBOARD BOXES, INCLUDING SANITARY |
| 575 | FOREST PRODUCTS | 2671 | PACKAGING PAPER & PLASTICS FILM, COATED & LAMINATED |
| 575 | FOREST PRODUCTS | 2672 | COATED & LAMINATED PAPER, NEC |
| 575 | FOREST PRODUCTS | 2674 | UNCOATED PAPER & MULTIWALL BAGS |
| 575 | FOREST PRODUCTS | 2675 | PRE-CUT PAPER & PAPERBOARD & CARDBOARD |
| 575 | FOREST PRODUCTS | 2677 | ENVELOPES |
| 575 | FOREST PRODUCTS | 2678 | STATIONERY, TABLETS & RELATED PRODUCTS |
| 575 | FOREST PRODUCTS | 2679 | CONVERTED PAPER & PAPERBOARD PRODUCTS, NEC |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3451 | MOBILE HOMES |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3011 | TIRES & INNER TUBES |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3264 | PORCELAIN ELECTRICAL SUPPLIES |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3312 | STEEL WORKS, BLAST FURNACES (INCL COKE OVENS) & ROLLING MILLS |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3313 | ELECTROMETALLURGICAL PRODUCTS, EXCEPT STEEL |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3315 | STEEL WIREDRAWING & STEEL NAILS & SPIKES |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3316 | COLD-ROLLED STEEL SHEET, STRIP & BARS |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3317 | STEEL PIPE & TUBES |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3321 | GREY & DUCTILE IRON FOUNDRIES |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3322 | MALLEABLE IRON FOUNDRIES |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3324 | STEEL INVESTMENT FOUNDRIES |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3325 | STEEL FOUNDRIES, NEC |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3331 | PRIMARY SMELTING & REFINING OF COPPER |
| 577 | INDUSTRIAL PRODUCTS & AUTOMOTIVE | 3334 | PRIMARY PRODUCTION OF ALUMINUM |



SIC Code Map

| Dept # | Department Name | SIC Code | Description |
|--------|-----------------------|----------|--|
| 560 | FOOD & PACKAGED GOODS | 0711 | SOIL PREPARATION SERVICES |
| 560 | FOOD & PACKAGED GOODS | 0721 | CROP PLANTING, CULTIVATING & PROTECTING |
| 560 | FOOD & PACKAGED GOODS | 0722 | CROP HARVESTING, PRIMARILY BY MACHINE |
| 560 | FOOD & PACKAGED GOODS | 0723 | CROP PREPARATION SERVICES FOR MARKET, EX COTTON GINNING |
| 560 | FOOD & PACKAGED GOODS | 0724 | COTTON GINNING |
| 560 | FOOD & PACKAGED GOODS | 0741 | VETERINARY SERVICES FOR LIVESTOCK |
| 560 | FOOD & PACKAGED GOODS | 0742 | VETERINARY SERVICES FOR ANIMAL SPECIALTIES |
| 560 | FOOD & PACKAGED GOODS | 0751 | LIVESTOCK SERVICES, EXCEPT VETERINARY |
| 560 | FOOD & PACKAGED GOODS | 0752 | ANIMAL SPECIALTY SERVICES, EXCEPT VETERINARY |
| 560 | FOOD & PACKAGED GOODS | 0761 | FARM LABOR CONTRACTORS & CREW LEADERS |
| 560 | FOOD & PACKAGED GOODS | 0762 | FARM MANAGEMENT SERVICES |
| 560 | FOOD & PACKAGED GOODS | 0781 | LANDSCAPE COUNSELING & PLANNING |
| 560 | FOOD & PACKAGED GOODS | 0782 | LAWN & GARDEN SERVICES |
| 560 | FOOD & PACKAGED GOODS | 0783 | ORNAMENTAL SHRUB & TREE SERVICES |
| 560 | FOOD & PACKAGED GOODS | 0912 | COMMERCIAL FISHING - FINFISH |
| 560 | FOOD & PACKAGED GOODS | 0913 | COMMERCIAL FISHING - SHELLFISH |
| 560 | FOOD & PACKAGED GOODS | 0919 | MISC MARINE PRODUCTS |
| 560 | FOOD & PACKAGED GOODS | 0921 | FISH HATCHERIES & PRESERVES |
| 560 | FOOD & PACKAGED GOODS | 0971 | HUNTING & TRAPPING & GAME PROPAGATION |
| 560 | FOOD & PACKAGED GOODS | 2011 | MEAT PACKING PLANTS |
| 560 | FOOD & PACKAGED GOODS | 2013 | SAUSAGES & OTHER PREPARED MEAT PRODUCTS |
| 560 | FOOD & PACKAGED GOODS | 2015 | POULTRY SLAUGHTERING & PROCESSING |
| 560 | FOOD & PACKAGED GOODS | 2021 | CREAMERY BUTTER |
| 560 | FOOD & PACKAGED GOODS | 2022 | NATURAL, PROCESSED & IMITATION CHEESE |
| 560 | FOOD & PACKAGED GOODS | 2023 | DRY, CONDENSED & EVAPORATED DAIRY PRODUCTS |
| 560 | FOOD & PACKAGED GOODS | 2024 | ICE CREAM & FROZEN DESSERTS |
| 560 | FOOD & PACKAGED GOODS | 2026 | FLUID MILK |
| 560 | FOOD & PACKAGED GOODS | 2032 | CANNED SPECIALTIES |
| 560 | FOOD & PACKAGED GOODS | 2033 | CANNED FRUITS, VEGETABLES, PRESERVES, JAMS & JELLIES |
| 560 | FOOD & PACKAGED GOODS | 2034 | DRIED & DEHYDRATED FRUITS, VEGETABLES & SOUP MIXES |
| 560 | FOOD & PACKAGED GOODS | 2035 | PICKLED FRUITS, VEGS, VEG SAUCES/SEASONINGS & SALAD DRESSINGS |
| 560 | FOOD & PACKAGED GOODS | 2037 | FROZEN FRUITS, FRUIT JUICES & VEGETABLES |
| 560 | FOOD & PACKAGED GOODS | 2038 | FROZEN SPECIALTIES, NEC |
| 560 | FOOD & PACKAGED GOODS | 2041 | FLOUR & OTHER GRAIN MILL PRODUCTS |
| 560 | FOOD & PACKAGED GOODS | 2043 | CEREAL BREAKFAST FOODS |
| 560 | FOOD & PACKAGED GOODS | 2044 | RICE MILLING |
| 560 | FOOD & PACKAGED GOODS | 2045 | PREPARED FLOUR MIXES & DOUGHS |
| 560 | FOOD & PACKAGED GOODS | 2046 | WET CORN MILLING |
| 560 | FOOD & PACKAGED GOODS | 2047 | DOG & CAT FOOD |
| 560 | FOOD & PACKAGED GOODS | 2048 | PREPARED FEEDS/FEED INGREDIENTS FOR ANIMALS, EX CATS & DOGS |
| 560 | FOOD & PACKAGED GOODS | 2051 | BREAD & OTHER BAKERY PRODUCTS, EX COOKIES & CRACKERS |
| 560 | FOOD & PACKAGED GOODS | 2052 | COOKIES & CRACKERS |
| 560 | FOOD & PACKAGED GOODS | 2053 | FROZEN BAKERY PRODUCTS, EXCEPT BREAD |
| 560 | FOOD & PACKAGED GOODS | 2061 | CANE SUGAR, EXCEPT REFINING |
| 560 | FOOD & PACKAGED GOODS | 2062 | CANE SUGAR REFINING |
| 560 | FOOD & PACKAGED GOODS | 2063 | BEEF SUGAR |
| 560 | FOOD & PACKAGED GOODS | 2064 | CANDY & OTHER CONFECTIONARY PRODUCTS |
| 560 | FOOD & PACKAGED GOODS | 2066 | CHOCOLATE & COCOA PRODUCTS |
| 560 | FOOD & PACKAGED GOODS | 2067 | CHEWING GUM |
| 560 | FOOD & PACKAGED GOODS | 2068 | SALTED & ROASTED NUTS & SEEDS |
| 560 | FOOD & PACKAGED GOODS | 2074 | COTTONSEED OIL, MILLS |
| 560 | FOOD & PACKAGED GOODS | 2075 | SOYBEAN OIL, MILLS |
| 560 | FOOD & PACKAGED GOODS | 2076 | VEGETABLE OIL, MILLS, EXCEPT CORN, COTTONSEED & SOYBEAN |
| 560 | FOOD & PACKAGED GOODS | 2077 | ANIMAL & MARINE FATS & OILS |
| 560 | FOOD & PACKAGED GOODS | 2079 | SHORTENING, TABLE OILS MARGARINE & OTHER EDIBLE FATS & OILS, NEC |
| 560 | FOOD & PACKAGED GOODS | 2082 | MALT BEVERAGES |
| 560 | FOOD & PACKAGED GOODS | 2083 | MALT |
| 560 | FOOD & PACKAGED GOODS | 2084 | WINE, BRANDY & BRANDY SPIRITS |
| 560 | FOOD & PACKAGED GOODS | 2085 | DISTILLED & BLENDED LIQUORS |
| 560 | FOOD & PACKAGED GOODS | 2086 | BOTTLED & CANNED SOFT DRINKS & CARBONATED WATERS |
| 560 | FOOD & PACKAGED GOODS | 2087 | FLAVORING EXTRACTS & FLAVORING SYRUPS, NEC |
| 560 | FOOD & PACKAGED GOODS | 2091 | CANNED & CURED FISH & SEAFOODS |
| 560 | FOOD & PACKAGED GOODS | 2092 | PREPARED FRESH OR FROZEN FISH & SEAFOODS |
| 560 | FOOD & PACKAGED GOODS | 2093 | ROASTED COFFEE |
| 560 | FOOD & PACKAGED GOODS | 2096 | POTATO CHIPS, CORN CHIPS & SIMILAR SNACKS |
| 560 | FOOD & PACKAGED GOODS | 2097 | MANUFACTURED ICE |
| 560 | FOOD & PACKAGED GOODS | 2098 | MACARONI, SPAGHETTI, VERMICELLI & NOODLES |
| 560 | FOOD & PACKAGED GOODS | 2099 | FOOD PREPARATIONS, NEC |



SIC Code Map

| Dept # | Department Name | SIC Code | Description |
|--------|-----------------------|----------|--|
| 548 | CHEMICALS | 3272 | CONCRETE PRODUCTS, EXCEPT BLOCK & BRICK |
| 548 | CHEMICALS | 3273 | READY-MIXED CONCRETE |
| 548 | CHEMICALS | 3274 | LMH |
| 548 | CHEMICALS | 3275 | GYPSUM PRODUCTS |
| 548 | CHEMICALS | 3281 | CUT STONE & STONE PRODUCTS |
| 548 | CHEMICALS | 3281 | ABRASIVE PRODUCTS |
| 548 | CHEMICALS | 3282 | ASBESTOS PRODUCTS |
| 548 | CHEMICALS | 3285 | MINERALS & EARTHS, GROUND OR OTHERWISE TREATED |
| 548 | CHEMICALS | 3286 | MINERAL WOOL |
| 548 | CHEMICALS | 3297 | NONCLAY REFRACTORIES |
| 548 | CHEMICALS | 3299 | NONMETALLIC MINERAL PRODUCTS, NEC |
| 548 | CHEMICALS | 4612 | CRUDE PETROLEUM PIPELINES |
| 548 | CHEMICALS | 4613 | REFINED PETROLEUM PIPELINES |
| 548 | CHEMICALS | 4619 | PIPELINES, NEC |
| 548 | CHEMICALS | 4911 | ELECTRIC SERVICES |
| 548 | CHEMICALS | 4922 | NATURAL GAS TRANSMISSION |
| 548 | CHEMICALS | 4923 | NATURAL GAS TRANSMISSION & DISTRIBUTION |
| 548 | CHEMICALS | 4924 | NATURAL GAS DISTRIBUTION |
| 548 | CHEMICALS | 4925 | MIXED MANUFACTURES/ALIQUEFIED PETROL GAS PRODUCTION/AND/OR DISTRIB |
| 548 | CHEMICALS | 4931 | ELECTRIC & OTHER SERVICES COMBINED |
| 548 | CHEMICALS | 4932 | GAS & OTHER SERVICES COMBINED |
| 548 | CHEMICALS | 4939 | COMBINATION UTILITIES, NEC |
| 548 | CHEMICALS | 4941 | WATER SUPPLY |
| 548 | CHEMICALS | 4952 | SEWERAGE SYSTEMS |
| 548 | CHEMICALS | 4953 | REFUSE SYSTEMS |
| 548 | CHEMICALS | 4959 | SANITARY SERVICES, NEC |
| 548 | CHEMICALS | 4961 | STEAM & AIR CONDITIONING SUPPLY |
| 548 | CHEMICALS | 4971 | IRRIGATION SYSTEMS |
| 548 | CHEMICALS | 5052 | COAL & OTHER MINERALS & ORES |
| 548 | CHEMICALS | 5162 | PLASTICS MATERIALS & BASIC FORMS & SHAPES |
| 548 | CHEMICALS | 5169 | CHEMICALS & ALLIED PRODUCTS, NEC |
| 560 | FOOD & PACKAGED GOODS | 0111 | WHEAT |
| 560 | FOOD & PACKAGED GOODS | 0112 | RICE |
| 560 | FOOD & PACKAGED GOODS | 0115 | CORN |
| 560 | FOOD & PACKAGED GOODS | 0116 | SOYBEANS |
| 560 | FOOD & PACKAGED GOODS | 0119 | CASH GRAINS, NEC |
| 560 | FOOD & PACKAGED GOODS | 0131 | COTTON |
| 560 | FOOD & PACKAGED GOODS | 0132 | TORACCO |
| 560 | FOOD & PACKAGED GOODS | 0133 | SUGAR CANE & SUGAR BEETS |
| 560 | FOOD & PACKAGED GOODS | 0134 | IRISH POTATOES |
| 560 | FOOD & PACKAGED GOODS | 0139 | FIELD CROPS, EXCEPT CASH GRAINS, NEC |
| 560 | FOOD & PACKAGED GOODS | 0161 | VEGETABLES & MELONS |
| 560 | FOOD & PACKAGED GOODS | 0171 | BERRY CROPS |
| 560 | FOOD & PACKAGED GOODS | 0172 | GRAPES |
| 560 | FOOD & PACKAGED GOODS | 0173 | TREE NUTS |
| 560 | FOOD & PACKAGED GOODS | 0174 | CITRUS FRUITS |
| 560 | FOOD & PACKAGED GOODS | 0175 | DECIDUOUS TREE FRUITS |
| 560 | FOOD & PACKAGED GOODS | 0179 | FRUITS & TREE NUTS, NEC |
| 560 | FOOD & PACKAGED GOODS | 0181 | ORNAMENTAL FLORICULTURE & NURSERY PRODUCTS |
| 560 | FOOD & PACKAGED GOODS | 0182 | FOOD CROPS GROWN UNDER COVER |
| 560 | FOOD & PACKAGED GOODS | 0191 | GENERAL FARMS, PRIMARILY CROP |
| 560 | FOOD & PACKAGED GOODS | 0211 | BEEF CATTLE FEEDLOTS |
| 560 | FOOD & PACKAGED GOODS | 0212 | BEEF CATTLE, EXCEPT FEEDLOTS |
| 560 | FOOD & PACKAGED GOODS | 0213 | HOGS |
| 560 | FOOD & PACKAGED GOODS | 0214 | SHEEP & GOATS |
| 560 | FOOD & PACKAGED GOODS | 0219 | GENERAL LIVESTOCK, EXCEPT DAIRY & POULTRY |
| 560 | FOOD & PACKAGED GOODS | 0241 | DAIRY FARMS |
| 560 | FOOD & PACKAGED GOODS | 0251 | BROILER FRYER & ROASTER CHICKENS |
| 560 | FOOD & PACKAGED GOODS | 0252 | CHICKEN EGGS |
| 560 | FOOD & PACKAGED GOODS | 0253 | TURKEYS & TURKEY EGGS |
| 560 | FOOD & PACKAGED GOODS | 0254 | POULTRY HATCHERIES |
| 560 | FOOD & PACKAGED GOODS | 0259 | POULTRY & EGGS, NEC |
| 560 | FOOD & PACKAGED GOODS | 0271 | FUR-BEARING ANIMALS & RABBITS |
| 560 | FOOD & PACKAGED GOODS | 0272 | HORSES & OTHER EQUINES |
| 560 | FOOD & PACKAGED GOODS | 0273 | ANIMAL AQUACULTURE |
| 560 | FOOD & PACKAGED GOODS | 0279 | ANIMAL SPECIALTIES, NEC |
| 560 | FOOD & PACKAGED GOODS | 0291 | GENERAL FARMS, PRIMARILY LIVESTOCK & ANIMAL SPECIALTIES |



SIC Code Map

| Dept # | Department Name | SIC Code | Description |
|--------|-----------------|----------|--|
| 548 | CHEMICALS | 1099 | MISC METAL ORES, NEC |
| 548 | CHEMICALS | 1221 | BITUMINOUS COAL & LIGNITE SURFACE MINING |
| 548 | CHEMICALS | 1222 | BITUMINOUS COAL UNDERGROUND MINING |
| 548 | CHEMICALS | 1231 | ANTHRACITE MINING |
| 548 | CHEMICALS | 1241 | COAL MINING SERVICES |
| 548 | CHEMICALS | 1311 | CRUDE PETROLEUM & NATURAL GAS |
| 548 | CHEMICALS | 1321 | NATURAL GAS LIQUIDS |
| 548 | CHEMICALS | 1381 | DRILLING OIL & GAS WELLS |
| 548 | CHEMICALS | 1382 | OIL & GAS FIELD EXPLORATION SERVICES |
| 548 | CHEMICALS | 1389 | OIL & GAS FIELD SERVICES, NEC |
| 548 | CHEMICALS | 1411 | DIMENSION STONE |
| 548 | CHEMICALS | 1422 | CRUSHED & BROKEN LIMESTONE |
| 548 | CHEMICALS | 1423 | CRUSHED & BROKEN GRANITE |
| 548 | CHEMICALS | 1429 | CRUSHED & BROKEN STONE, NEC |
| 548 | CHEMICALS | 1442 | CONSTRUCTION SAND & GRAVEL |
| 548 | CHEMICALS | 1446 | INDUSTRIAL SAND |
| 548 | CHEMICALS | 1455 | KAGLIN & BALL CLAY |
| 548 | CHEMICALS | 1459 | CLAY, CERAMIC & REFRACTORY MINERALS, NEC |
| 548 | CHEMICALS | 1474 | POTASH, SODA & BORATE MINERALS |
| 548 | CHEMICALS | 1475 | PHOSPHATE ROCK |
| 548 | CHEMICALS | 1479 | CHEMICAL & FERTILIZER MINERAL MINING, NEC |
| 548 | CHEMICALS | 1481 | NONMETALLIC MINERALS SERVICES, EXCEPT FUELS |
| 548 | CHEMICALS | 1499 | MISC NONMETALLIC MINERALS, EXCEPT FUELS |
| 548 | CHEMICALS | 2812 | ALKALIES & CHLORINE |
| 548 | CHEMICALS | 2813 | INDUSTRIAL GASES |
| 548 | CHEMICALS | 2816 | INORGANIC PIGMENTS |
| 548 | CHEMICALS | 2819 | INDUSTRIAL INORGANIC CHEMICALS, NEC |
| 548 | CHEMICALS | 2821 | PLASTICS MATERIALS/SYNTHETIC RESINS/NONVULCANIZABLE ELASTOMERS |
| 548 | CHEMICALS | 2822 | SYNTHETIC RUBBER (VULCANIZABLE ELASTOMERS) |
| 548 | CHEMICALS | 2823 | CELLULOSE MANMADE FIBERS |
| 548 | CHEMICALS | 2824 | MANMADE ORGANIC FIBERS, EXCEPT CELLULOSE |
| 548 | CHEMICALS | 2861 | GUM & WOOD CHEMICALS |
| 548 | CHEMICALS | 2865 | CYCLOC ORGANIC CRUDES/INTERMEDIATES/ORGANIC DYES/PIGMENTS |
| 548 | CHEMICALS | 2869 | INDUSTRIAL ORGANIC CHEMICALS, NEC |
| 548 | CHEMICALS | 2873 | NITROGENOUS FERTILIZERS |
| 548 | CHEMICALS | 2874 | PHOSPHATIC FERTILIZERS |
| 548 | CHEMICALS | 2875 | FERTILIZERS, MIXING ONLY |
| 548 | CHEMICALS | 2879 | PESTICIDES & AGRICULTURAL CHEMICALS, NEC |
| 548 | CHEMICALS | 2891 | ADHESIVES & SEALANTS |
| 548 | CHEMICALS | 2892 | EXPLOSIVES |
| 548 | CHEMICALS | 2893 | PRINTING INK |
| 548 | CHEMICALS | 2895 | CARBON BLACK |
| 548 | CHEMICALS | 2899 | CHEMICALS & CHEMICAL PREPARATIONS, NEC |
| 548 | CHEMICALS | 2911 | PETROLEUM REFINING |
| 548 | CHEMICALS | 2931 | ASPHALT PAVING MIXTURES & BLOCKS |
| 548 | CHEMICALS | 2932 | ASPHALT FILTS & COATINGS |
| 548 | CHEMICALS | 2992 | LUBRICATING OILS & GREASES |
| 548 | CHEMICALS | 2999 | PRODUCTS OF PETROLEUM & COAL, NEC |
| 548 | CHEMICALS | 3052 | RUBBER & PLASTICS HOSE & BELTING |
| 548 | CHEMICALS | 3053 | GASKETS, PACKING & SEALING DEVICES |
| 548 | CHEMICALS | 3061 | MOLDED, EXTRUDED & LATH-CUT MECHANICAL RUBBER GOODS |
| 548 | CHEMICALS | 3081 | UNSUPPORTED PLASTIC FILM & SHEET |
| 548 | CHEMICALS | 3082 | UNSUPPORTED PLASTICS PROFILE SHAPES |
| 548 | CHEMICALS | 3083 | LAMINATED PLASTIC PLATE, SHEET & PROFILE SHAPES |
| 548 | CHEMICALS | 3084 | PLASTICS PIPE |
| 548 | CHEMICALS | 3085 | PLASTICS BOTTLES |
| 548 | CHEMICALS | 3086 | PLASTICS FOAM PRODUCTS |
| 548 | CHEMICALS | 3087 | CUSTOM COMPOUNDING OF PURCHASED PLASTICS RESINS |
| 548 | CHEMICALS | 3088 | PLASTICS PLUMBING FIXTURES |
| 548 | CHEMICALS | 3111 | FLAT GLASS |
| 548 | CHEMICALS | 3229 | PRESSED & BLOWN GLASS, NEC |
| 548 | CHEMICALS | 3231 | GLASS PRODUCTS MADE OF PURCHASED GLASS |
| 548 | CHEMICALS | 3241 | CEMENT, HYDRAULIC |
| 548 | CHEMICALS | 3251 | BRICK & STRUCTURAL CLAY TILE |
| 548 | CHEMICALS | 3253 | CERAMIC WALL & FLOOR TILE |
| 548 | CHEMICALS | 3255 | CLAY REFRACTORIES |
| 548 | CHEMICALS | 3259 | STRUCTURAL CLAY PRODUCTS, NEC |
| 548 | CHEMICALS | 3271 | CONCRETE BLOCK & BRICK |



SIC Code Map

| Dept # | Department Name | SIC Code | Description |
|--|-------------------|----------|---|
| MANUFACTURING, RETAILING & DISTRIBUTION | | | |
| 519 | TRANSPORTATION | 3721 | AIRCRAFT |
| 519 | TRANSPORTATION | 3724 | AIRCRAFT ENGINES & ENGINE PARTS |
| 519 | TRANSPORTATION | 3728 | AIRCRAFT PARTS & AUXILIARY EQUIPMENT, NEC |
| 519 | TRANSPORTATION | 3731 | SHIP BUILDING & REPAIRING |
| 519 | TRANSPORTATION | 3732 | BOAT BUILDING & REPAIRING |
| 519 | TRANSPORTATION | 3743 | RAILROAD EQUIPMENT |
| 519 | TRANSPORTATION | 3799 | TRANSPORTATION EQUIPMENT, NEC |
| 519 | TRANSPORTATION | 4011 | RAILROADS, LINE-HAUL OPERATING |
| 519 | TRANSPORTATION | 4013 | RAILROAD SWITCHING & TERMINAL ESTABLISHMENTS |
| 519 | TRANSPORTATION | 4119 | LOCAL PASSENGER TRANSPORTATION, NEC |
| 519 | TRANSPORTATION | 4121 | TAXICABS |
| 519 | TRANSPORTATION | 4131 | INTERCITY & RURAL BUS TRANSPORTATION |
| 519 | TRANSPORTATION | 4141 | LOCAL BUS CHARTER SERVICE |
| 519 | TRANSPORTATION | 4142 | BUS CHARTER SERVICE, EXCEPT LOCAL |
| 519 | TRANSPORTATION | 4151 | SCHOOL BUSES |
| 519 | TRANSPORTATION | 4173 | TERMINAL & SVC FACILITIES FOR MOTOR VEHICLE PASSENGER TRANSPORT |
| 519 | TRANSPORTATION | 4212 | LOCAL TRUCKING, WITHOUT STORAGE |
| 519 | TRANSPORTATION | 4213 | TRUCKING, EXCEPT LOCAL |
| 519 | TRANSPORTATION | 4214 | LOCAL TRUCKING WITH STORAGE |
| 519 | TRANSPORTATION | 4215 | COURIER SERVICES, EXCEPT BY AIR |
| 519 | TRANSPORTATION | 4221 | FARM PRODUCT WAREHOUSING & STORAGE |
| 519 | TRANSPORTATION | 4222 | REFRIGERATED WAREHOUSING & STORAGE |
| 519 | TRANSPORTATION | 4225 | GENERAL WAREHOUSING & STORAGE |
| 519 | TRANSPORTATION | 4226 | SPECIAL WAREHOUSING & STORAGE, NEC |
| 519 | TRANSPORTATION | 4231 | TERMINAL/INT TBRMNL MAINT FACILITIES - MOTOR FREIGHT TRANSPORT |
| 519 | TRANSPORTATION | 4412 | DEEP SEA FOREIGN TRANSPORTATION OF FREIGHT |
| 519 | TRANSPORTATION | 4424 | DEEP SEA DOMESTIC TRANSPORTATION OF FREIGHT |
| 519 | TRANSPORTATION | 4432 | FREIGHT TRANSPORTATION ON THE GREAT LAKES-ST LAWRENCE SEAWAY |
| 519 | TRANSPORTATION | 4449 | WATER TRANSPORTATION OF FREIGHT, NEC |
| 519 | TRANSPORTATION | 4481 | DEEP SEA TRANSPORTATION OF PASSENGERS, EXCEPT BY FERRY |
| 519 | TRANSPORTATION | 4482 | FERRIES |
| 519 | TRANSPORTATION | 4489 | WATER TRANSPORTATION OF PASSENGERS, NEC |
| 519 | TRANSPORTATION | 4491 | MARINE CARGO HANDLING |
| 519 | TRANSPORTATION | 4492 | TOWING & TUGBOAT SERVICE |
| 519 | TRANSPORTATION | 4493 | MARINAS |
| 519 | TRANSPORTATION | 4499 | WATER TRANSPORTATION SERVICES, NEC |
| 519 | TRANSPORTATION | 4512 | AIR TRANSPORTATION, SCHEDULED |
| 519 | TRANSPORTATION | 4513 | AIR COURIER SERVICES |
| 519 | TRANSPORTATION | 4522 | AIR TRANSPORTATION, NONSCHEDULED |
| 519 | TRANSPORTATION | 4524 | TRAVEL AGENCIES |
| 519 | TRANSPORTATION | 4725 | TOUR OPERATORS |
| 519 | TRANSPORTATION | 4729 | ARRANGEMENT OF PASSENGER TRANSPORTATION, NEC |
| 519 | TRANSPORTATION | 4731 | ARRANGEMENT OF TRANSPORTATION OF FREIGHT AND CARGO |
| 519 | TRANSPORTATION | 4741 | RENTAL OF RAILROAD CARS |
| 519 | TRANSPORTATION | 4783 | PACKING & CRATING |
| 519 | TRANSPORTATION | 4785 | FIXED FACILITIES-INSPECTION/WEIGHING SVCS FOR MOTOR VEHICLE TRANSPORT |
| 519 | TRANSPORTATION | 4789 | TRANSPORTATION SERVICES, NEC |
| 519 | TRANSPORTATION | 5088 | TRANSPORTATION EQUIPMENT & SUPPLIES, EX MOTOR VEHICLE |
| 519 | TRANSPORTATION | 7513 | TRUCK RENTAL & LEASING WITHOUT DRIVERS |
| 519 | TRANSPORTATION | 7514 | PASSENGER CAR RENTAL |
| 519 | TRANSPORTATION | 7515 | PASSENGER CAR LEASING |
| 519 | TRANSPORTATION | 7519 | UTILITY TRAILER & RECREATIONAL VEHICLE RENTAL |
| 520 | CORP. ACQUISITION | 6719 | OFFICES OF HOLDING COMPANIES, NEC |
| 548 | CHEMICALS | 0811 | TIMBER TRACTS |
| 548 | CHEMICALS | 0831 | FOREST NURSERIES & GATHERING OF FOREST PRODUCTS |
| 548 | CHEMICALS | 0851 | FORESTRY SERVICES |
| 548 | CHEMICALS | 1011 | IRON ORES |
| 548 | CHEMICALS | 1021 | COPPER ORES |
| 548 | CHEMICALS | 1031 | LEAD & ZINC ORES |
| 548 | CHEMICALS | 1041 | GOLD ORES |
| 548 | CHEMICALS | 1044 | SILVER ORES |
| 548 | CHEMICALS | 1061 | FERROALLOY ORES, EXCEPT VANADIUM |
| 548 | CHEMICALS | 1081 | METAL MINING SERVICES |
| 548 | CHEMICALS | 1094 | URANIUM-RADIUM-VANADIUM ORES |



Sponsor

KPMG

Jan
9

new 1 mo
Chicago

**KPMG** Peat Marwick LLP

1010 Market Street • St. Louis, MO 63101 • (314) 444-1400

FAX COVER SHEET

DATE:

January 11, 1996

PAGES:

12

(Including Cover Sheet)

FAX TO:TOM O'FLAHERTY
INPUT
201-801-0050**FAX #:**

201-801-0441

FROM:

Kathy Piercy

(314) 444-6790

KPMG Peat Marwick LLP
1010 Market Street
St. Louis, MO 63101
(314) 444-1400
Fax #: (314) 444-1523**SUBJECT:**

Per your request:

ATTACHED IS THE SIC CODE LISTING FOR OUR MANUFACTURING,
RETAILING & DISTRIBUTION LINE OF BUSINESS. PLEASE NOTE THAT
WE ARE INTERESTED IN ONLY THE "INDUSTRIAL PRODUCTS &
AUTOMOTIVE" SEGMENT.



SIC Code Map

| <u>Dept #</u> | <u>Department Name</u> | <u>SIC Code</u> | <u>Description</u> |
|---------------|----------------------------|-----------------|--------------------------------------|
| 578 | RETAIL & CONSUMER PRODUCTS | 7641 | RE-UPHOLSTERY & FURNITURE REPAIR |
| 578 | RETAIL & CONSUMER PRODUCTS | 7692 | WELDING REPAIR |
| 578 | RETAIL & CONSUMER PRODUCTS | 7694 | ARMATURE REWINDING SHOPS |
| 578 | RETAIL & CONSUMER PRODUCTS | 7699 | REPAIR SHOPS & RELATED SERVICES, NEC |



SIC Code Map

| Dept # | Department Name | SIC Code | Description |
|--------|----------------------------|----------|---|
| 578 | RETAIL & CONSUMER PRODUCTS | 5719 | MISC HOMEFURNISHINGS STORES |
| 578 | RETAIL & CONSUMER PRODUCTS | 5722 | HOUSEHOLD APPLIANCE STORES |
| 578 | RETAIL & CONSUMER PRODUCTS | 5731 | RADIO, TV & CONSUMER ELECTRONICS STORES |
| 578 | RETAIL & CONSUMER PRODUCTS | 5734 | COMPUTER & SOFTWARE STORES |
| 578 | RETAIL & CONSUMER PRODUCTS | 5735 | RECORD & PRE-RECORDED TAPE STORES |
| 578 | RETAIL & CONSUMER PRODUCTS | 5736 | MUSICAL INSTRUMENT STORES |
| 578 | RETAIL & CONSUMER PRODUCTS | 5812 | EATING PLACES |
| 578 | RETAIL & CONSUMER PRODUCTS | 5813 | DRINKING PLACES (ALCOHOLIC BEVERAGES) |
| 578 | RETAIL & CONSUMER PRODUCTS | 5912 | DRUG STORES & PROPRIETARY STORES |
| 578 | RETAIL & CONSUMER PRODUCTS | 5921 | LIQUOR STORES |
| 578 | RETAIL & CONSUMER PRODUCTS | 5932 | USED MERCHANDISE STORES |
| 578 | RETAIL & CONSUMER PRODUCTS | 5941 | SPORTING GOODS STORES & BICYCLE SHOPS |
| 578 | RETAIL & CONSUMER PRODUCTS | 5942 | BOOK STORES |
| 578 | RETAIL & CONSUMER PRODUCTS | 5943 | STATIONERY STORES |
| 578 | RETAIL & CONSUMER PRODUCTS | 5944 | JEWELRY STORES |
| 578 | RETAIL & CONSUMER PRODUCTS | 5945 | HOBBY, TOY & GAME SHOPS |
| 578 | RETAIL & CONSUMER PRODUCTS | 5946 | CAMERA & PHOTOGRAPHIC SUPPLY STORES |
| 578 | RETAIL & CONSUMER PRODUCTS | 5947 | GIFT NOVELTY & SOUVENIR SHOPS |
| 578 | RETAIL & CONSUMER PRODUCTS | 5948 | LUGGAGE & LEATHER GOODS STORES |
| 578 | RETAIL & CONSUMER PRODUCTS | 5949 | SEWING NEEDLEWORK & PIECE GOODS STORES |
| 578 | RETAIL & CONSUMER PRODUCTS | 5961 | CATALOG & MAIL-ORDER HOUSES |
| 578 | RETAIL & CONSUMER PRODUCTS | 5962 | AUTOMATIC MERCHANDISING MACHINE OPERATORS |
| 578 | RETAIL & CONSUMER PRODUCTS | 5963 | DIRECT SELLING ESTABLISHMENTS |
| 578 | RETAIL & CONSUMER PRODUCTS | 5983 | FUEL OIL DEALERS |
| 578 | RETAIL & CONSUMER PRODUCTS | 5984 | LIQUID PETROLEUM GAS (BOTTLED GAS) DEALERS |
| 578 | RETAIL & CONSUMER PRODUCTS | 5989 | FUEL DEALERS, NEC |
| 578 | RETAIL & CONSUMER PRODUCTS | 5992 | FLORISTS |
| 578 | RETAIL & CONSUMER PRODUCTS | 5993 | TOBACCO STORES & STANDS |
| 578 | RETAIL & CONSUMER PRODUCTS | 5994 | NEWS DEALERS & NEWSSTANDS |
| 578 | RETAIL & CONSUMER PRODUCTS | 5995 | OPTICAL GOODS STORES |
| 578 | RETAIL & CONSUMER PRODUCTS | 5999 | MISC RETAIL STORES, NEC |
| 578 | RETAIL & CONSUMER PRODUCTS | 7211 | POWER LAUNDRIES, FAMILY & COMMERCIAL |
| 578 | RETAIL & CONSUMER PRODUCTS | 7212 | GARMENT PRESSING & AGENTS FOR LAUNDRIES |
| 578 | RETAIL & CONSUMER PRODUCTS | 7213 | LINEN SUPPLY |
| 578 | RETAIL & CONSUMER PRODUCTS | 7215 | CORN-OPERATED LAUNDRIES & DRY-CLEANING |
| 578 | RETAIL & CONSUMER PRODUCTS | 7216 | DRY-CLEANING PLANTS, EXCEPT RUG CLEANING |
| 578 | RETAIL & CONSUMER PRODUCTS | 7217 | CARPET & UPHOLSTERY CLEANING |
| 578 | RETAIL & CONSUMER PRODUCTS | 7218 | INDUSTRIAL LAUNDRIES |
| 578 | RETAIL & CONSUMER PRODUCTS | 7219 | LAUNDRY & GARMENT SERVICES, NEC |
| 578 | RETAIL & CONSUMER PRODUCTS | 7221 | PHOTOGRAPHIC STUDIOS, PORTRAIT |
| 578 | RETAIL & CONSUMER PRODUCTS | 7231 | BEAUTY SHOPS |
| 578 | RETAIL & CONSUMER PRODUCTS | 7241 | BARBER SHOPS |
| 578 | RETAIL & CONSUMER PRODUCTS | 7251 | SHOE REPAIR SHOPS & SHOESHINE PARLORS |
| 578 | RETAIL & CONSUMER PRODUCTS | 7261 | FUNERAL SERVICES & CREMATORIES |
| 578 | RETAIL & CONSUMER PRODUCTS | 7299 | MISC PERSONAL SERVICES |
| 578 | RETAIL & CONSUMER PRODUCTS | 7334 | PHOTOCOPYING & DUPLICATING SERVICES |
| 578 | RETAIL & CONSUMER PRODUCTS | 7342 | DISINFECTING & PEST CONTROL SERVICES |
| 578 | RETAIL & CONSUMER PRODUCTS | 7349 | BUILDING CLEANING & MAINTENANCE SERVICES, NEC |
| 578 | RETAIL & CONSUMER PRODUCTS | 7399 | EQUIPMENT RENTAL & LEASING, NEC |
| 578 | RETAIL & CONSUMER PRODUCTS | 7461 | EMPLOYMENT AGENCIES |
| 578 | RETAIL & CONSUMER PRODUCTS | 7463 | HELP SUPPLY SERVICES |
| 578 | RETAIL & CONSUMER PRODUCTS | 7481 | DETECTIVE, GUARD & ARMORED CAR SERVICES |
| 578 | RETAIL & CONSUMER PRODUCTS | 7382 | SECURITY SYSTEMS SERVICES |
| 578 | RETAIL & CONSUMER PRODUCTS | 7384 | PHOTOFINISHING LABORATORIES |
| 578 | RETAIL & CONSUMER PRODUCTS | 7521 | AUTOMOBILE PARKING |
| 578 | RETAIL & CONSUMER PRODUCTS | 7532 | TOP, BODY & UPHOLSTERY REPAIR SHOPS & PAINT SHOPS |
| 578 | RETAIL & CONSUMER PRODUCTS | 7533 | AUTOMOTIVE EXHAUST SYSTEM REPAIR SHOPS |
| 578 | RETAIL & CONSUMER PRODUCTS | 7534 | TIRE RETREADING & REPAIR SHOPS |
| 578 | RETAIL & CONSUMER PRODUCTS | 7536 | AUTOMOTIVE GLASS REPLACEMENT SHOPS |
| 578 | RETAIL & CONSUMER PRODUCTS | 7537 | AUTOMOTIVE TRANSMISSION REPAIR SHOPS |
| 578 | RETAIL & CONSUMER PRODUCTS | 7538 | GENERAL AUTOMOTIVE REPAIR SHOPS |
| 578 | RETAIL & CONSUMER PRODUCTS | 7539 | AUTOMOTIVE REPAIR SHOPS, NEC |
| 578 | RETAIL & CONSUMER PRODUCTS | 7542 | CARWASHES |
| 578 | RETAIL & CONSUMER PRODUCTS | 7549 | AUTOMOTIVE SERVICES, EXCEPT REPAIR & CARWASHES |
| 578 | RETAIL & CONSUMER PRODUCTS | 7622 | RADIO & TELEVISION REPAIR SHOPS |
| 578 | RETAIL & CONSUMER PRODUCTS | 7623 | REFRIGERATION & AIR CONDITIONING SERVICE & REPAIR |
| 578 | RETAIL & CONSUMER PRODUCTS | 7629 | ELECTRICAL & ELECTRONIC REPAIR SHOPS, NEC |
| 578 | RETAIL & CONSUMER PRODUCTS | 7631 | WATCH, CLOCK & JEWELRY REPAIR |



PROPOSAL

IT-RELATED MARKETS AND OPPORTUNITIES
IN THE FOOD INDUSTRY

Submitted to

KPMG

*Verbal dr
Dec 12*

October 31, 1995

Prepared by

INPUT

Atrium at Glenpointe
400 Frank W. Burr Boulevard
Teaneck, NJ 07666

201-801-0050
Fax: 201-801-0441



*** ACTIVITY REPORT ***

TRANSMISSION OK

TX/RX NO.

9784

CONNECTION TEL

16123379457

CONNECTION ID

START TIME

10/31 16:28

USAGE TIME

03'04

PAGES

8

RESULT

OK



*** ACTIVITY REPORT ***

TRANSMISSION OK

| | |
|----------------|-------------|
| TX/RX NO. | 9787 |
| CONNECTION TEL | 16123379457 |
| CONNECTION ID | |
| START TIME | 10/31 16:49 |
| USAGE TIME | 09'32 |
| PAGES | 22 |
| RESULT | OK |



INPUT®

IT Intelligence Services

400 Frank W. Burr Blvd.
Teaneck, NJ 07666
Tel. (201) 801-0050
Fax (201) 801-0441**FAX TRANSMITTAL FORM**

Date: OCT 31
To: Name: Liz Thompson
Tel./Location: 337-9409
Co.: RPMG
Fax No: 612-337-9457
From: Name: Tom O'Flaherty
Subject: Proposal.

Confidential: Y/N

Urgent: Y/N

Page: 1 of _____

File: Chron

Contact

Other:

Transmission 1 - Proposal 8 pp 9784
Transmission 2 - Exhibits 22 pp



INPUT

CONFIDENTIAL—Property of INPUT

CONTACT REPORT

INPUT Staff: Init. _____ Init. _____ ☐ INPUT office ☐ Client Office ☐ Other _____ Contact Date: / / Date Written: / /

| | | | | |
|------------------------------|---------------|-------|---------|----------------------|
| Company <i>KPMF</i> | DISTRIBUTION: | | | Prog./Proj. ID _____ |
| Name <i>Mr Thompson</i> | Action | Info. | By When | Describe Action-F/U |
| Title | | | | |
| Address | | | | |
| Phone: <i>(612) 305-5409</i> | | | | |
| Fax: () | | | | |

11/1 - recd - not looked at
call me pm or R

11/9 *(VM)*

11/21 *(VM)* - next Tues

☐ Continued over

Mail List Change Order 1. ☐ Update ☐ Correction ☐ Deletion ☐ Addition* Serial Number _____

2. Customer Type: ☐ Vendor ☐ Others ☐ Media ☐ User

3. Newsletters: ☐ EDI ☐ Field Service ☐ Other

4. Vendor: Vendor Type—☐ Client ☐ Former/Report Client ☐ Prospect

• Contact Level—☐ Executive ☐ Acquisition ☐ International ☐ Other

• If Exec. or Other Contact Level—☐ Maintenance ☐ Equipment ☐ Communications ☐ Others ☐ Info. Svc.

• If Info. Services—☐ Turnkey & Software ☐ Network & Processing ☐ Systems Integration ☐ Professional Svc.

5. If User: User Type—☐ Client ☐ Former/Report Client ☐ Prospect

• Comm. Contact Level—☐ Executive ☐ IS Mgmt. ☐ Other

• Fed. Contact Level—☐ Executive ☐ Acquisition ☐ Prog. ☐ Manager/Technical ☐ Other

• If Fed. Executive—☐ Info. Resource Mgr. ☐ Asst. Secretary ☐ Commander (Military) ☐ Agency Head

• If Fed. Other—☐ Laboratory ☐ NIS ☐ Users ☐ GSA

* No names will be added without a completed change order and program manager approval. Program Manager Authorization _____

CONTACT REPORT

Continuation

Company _____

Name _____

CONTACT REPORT

Contact Date: 10/23/

INPUT

Staff: Init. _____ Init. _____ ☐ INPUT office ☐ Client Office ☐ Other _____ Date Written: / /

| | | | | | |
|---------|-------------------|---------------|-------|---------|---------------------|
| Company | KPMG | DISTRIBUTION: | | | Prog./Proj. ID |
| Name | Liz Thompson | Action | Info. | By When | Describe Action-F/U |
| Title | 90 S 7A | | | | |
| Address | Minneapolis 55402 | | | | |
| Phone: | (612) 337-9409 | | | | |
| Fax: | () 9457 fax | | | | |

- Food like Trans (5k) 50 Int
- ↳ Food / Mfg An 4
- Cars ply goods } subctr Rpt 3
- Proposed → 8
- Timeframe →

≈ 15-20k

US only? (10/25)

VMI re
scope

- • Phy goods cos
- BJR
- Philip Morris
- Procter & Gamble

- ✓ Liquor
- ✓ Cigarettes (dlt Sic)
- • Intermediate processors

- Supply Chain mgmt / ~~warehouse~~ Warehousing
- Promotion / Direct Marketing / Couponing extnd prtr retail

60
19
20/1

☐ Continued over

Mail List Change Order 1. ☐ Update ☐ Correction ☐ Deletion ☐ Addition* Serial Number _____

2. Customer Type: ☐ Vendor ☐ Others ☐ Media ☐ User

3. Newsletters: ☐ EDI ☐ Field Service ☐ Other

4. Vendor: Vendor Type—☐ Client ☐ Former/Report Client ☐ Prospect

• Contact Level—☐ Executive ☐ Acquisition ☐ International ☐ Other

• If Exec. or Other Contact Level—☐ Maintenance ☐ Equipment ☐ Communications ☐ Others ☐ Info. Svc.

• If Info. Services—☐ Turnkey & Software ☐ Network & Processing ☐ Systems Integration ☐ Professional Svc.

5. If User: User Type—☐ Client ☐ Former/Report Client ☐ Prospect

• Comm. Contact Level—☐ Executive ☐ IS Mgmt. ☐ Other

• Fed. Contact Level—☐ Executive ☐ Acquisition ☐ Prog. ☐ Manager/Technical ☐ Other

• If Fed. Executive—☐ Info. Resource Mgr. ☐ Asst. Secretary ☐ Commander (Military) ☐ Agency Head

• If Fed. Other—☐ Laboratory ☐ NIS ☐ Users ☐ GSA

* No names will be added without a completed
change order and program manager approval. Program Manager
Authorization _____

CONTACT REPORT

Continuation

Company _____

Name _____

INPUT

IT Intelligence Services

400 Frank W. Burr Blvd.

Teaneck, NJ 07666

Tel. (201) 801-0050

Fax (201) 801-0441

October 30, 1995

To: Liz Thompson
KPMG
90 S. 7th
Minneapolis, MN 55402

Re: Our Telephone Conversation

As we discussed, INPUT will be submitting a proposal on supplying KPMG with a market study on the Food industry.

As I promised, I am sending you some additional information about the firm by separate cover.

Sincerely,



Tom O'Flaherty

Enclosure



Tom Muldau

312-507-8743

525
80

601

Brian Paulus

312-507-~~7848~~

7848

462

119

581

to Jan 11

July 93

238

Jim in NY
Jan 10

462

157

619

*** ACTIVITY REPORT ***

TRANSMISSION OK

TX/RX NO.

9985

CONNECTION TEL

16094396028

CONNECTION ID

START TIME

11/09 10:54

USAGE TIME

00'53

PAGES

2

RESULT

OK

CONTACT REPORT

Non Client/Prospect File: ☐ Media ☐ Financial ☐ Other _____

Contact Date: 4/19/96

INPUT

Staff: Init. DR Init. _____ ☐ INPUT office ☐ Client Office ☐ Other _____

Date Written: 4/24/96

KPMG Peat Marwick LLP
Strategic Services Consulting

John H. Abernathy
Director

303 East Wacker Drive
Chicago, IL 60601
312 240 2488
312 938 0449 Fax
j.abernathy@fcbbs.ss.kpmg.com

DISTRIBUTION:

Prog./Proj. ID YNRP2

| Action | Info. | By When | Describe Action-F/U |
|-----------|-------|---------|---------------------|
| <u>TR</u> | | | |
| <u>JP</u> | | | |
| | | | |
| | | | |
| | | | |
| | | | |

- Renewal proposal + methodology
- He will send me list of food/retail clients in 2 weeks: Target ~20 in sample
Check if they're pulled as part of random sample
- Out of 100 interviews, target

| | |
|--|--------|
| Food processors/ wholesale mfrs | ~ 50 |
| Food ware housing | 20? |
| Food Services | 10-15? |
| Food retail | 20? |
| Tobacco | 3-5 |

- Send him initial list when pulled

☐ Continued over

Mail List Change Order ☐ Update ☐ Correction ☐ Deletion ☐ Addition* Serial Number _____

U.S. COMMERCIAL

1. TYPE ☐ Vendor ☐ User ☐ Investor / Financial ☐ Media / Press ☐ Other ☐ EDI Newsletter
2. LEVEL ☐ Executive ☐ Manager ☐ Analyst ☐ Acquisition ☐ International ☐ Other
3. INTERESTS ☐ C/S ☐ Computer Systems ☐ Networks ☐ EC ☐ Information Services —
☐ EIS / CIS / Multimedia ☐ Other
☐ Industry _____
☐ Software Products
☐ Professional Services, SI
☐ Outsourcing, Processing, Network Services

U.S. FEDERAL ☐ MMAR ☐ FPAP ☐ FPAW ☐ FPFA ☐ Other

EUROPE ☐ CSPR ☐ MAAP ☐ MSSP ☐ MVPP ☐ BIPR ☐ OSPR ☐ U.S.A. ☐ Other

* No names will be added without a completed change order and program manager approval.

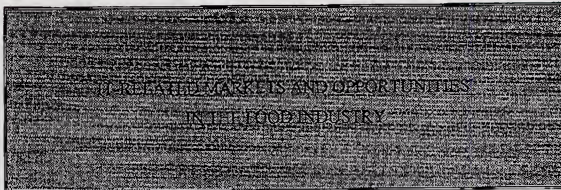
Program Manager
Authorization _____

CONTACT REPORT

Continuation Company _____
Name _____

Signed Copy

PROPOSAL



Submitted to

KPMG

October 31, 1995

Prepared by

INPUT

Atrium at Glenpointe
400 Frank W. Burr Boulevard
Teaneck, NJ 07666

201-801-0050
Fax: 201-801-0441



IT-RELATED MARKETS AND OPPORTUNITIES IN THE FOOD INDUSTRY

I. OBJECTIVES

The principal objectives of the proposed study are:

- To size the software and services market in the U.S. food industry from 1995 to 2000.
- To identify high priority applications.
- To assess the position of major suppliers

II. SCOPE

The following issues will be addressed in the course of the study:

- What is the size of the overall market in 1995? What will be the major factors behind its changes and growth to 2000?
- What are the size and growth of the major delivery segments in the same time period? Segments include (subject to potential redefinition and adjustment):
 - IT-related consulting services
 - System development services
 - Systems integration
 - Applications software products
 - Software product customization and installation
 - Applications management/maintenance
 - Computer/network operations management ("outsourcing")
 - Related business advisory/consulting services (not necessarily directly linked to the above IT services)
- What are the major applications being replaced or receiving significant upgrades? What is the average spending anticipated by application, taking company size into account?
- Are there significant differences (e.g., applications or expected market growth) between different parts of the food industry.
 - For example, consumer products suppliers may have a different set of needs than companies that perform intermediate steps in food processing.
 - Note: During the analysis phase of the project, data will be analyzed from this standpoint.



- When looking at an outside supplier, what are the key selection factors by customers?
- How are the major suppliers (including KPMG) rated by customers and prospects? What can suppliers do to improve their chances for selection?

III. METHODOLOGY AND CONDUCT OF WORK

A. Approach and Methodology

INPUT will use market data and analysis already in its possession as the foundation for this study. In addition, INPUT will interview 100 food companies by telephone for their applications plans and views on vendors.

Based on discussions with KPMG, INPUT defines the universe of the food industry as follows:

- Food processors/manufacturers (SIC group 20)
- Tobacco manufacturers
- Warehousing/wholesale operations supporting the above

also: Food retail
+ Food service
Dec 12/96

Exclusions include:

- ~~Grocery and other retail establishments~~
- Agricultural producers
- Direct marketing (as separate entities)

Note: Given the patterns and changes in the producer/retail sectors, there will be overlaps and fuzzy areas between companies/functions included and excluded.

These inclusions and exclusions can be discussed further before research and analysis begins.

INPUT's analysis and research will divide the market into two size groups:

- Medium-sized companies (revenues between \$250-999 million)
- Large companies (revenue over \$1 billion)

If KPMG has other size cut-offs, these can be discussed prior to project initiation and, if feasible, incorporated into the study.

INPUT will review its questionnaire with KPMG. INPUT will test the questionnaire and make modifications as required. After the interviews are completed, the results will be reviewed, tabulated and analyzed.



In preparing its overall analysis, INPUT will take into account information collected for other studies (both subscription studies and the non-proprietary parts of custom research studies). Examples of this kind of information include:

- Impact of technology on business and applications.
- Custom vs. semi-custom vs. packaged software
- Different types and flavors of outsourcing
- The impact of electronic commerce
- Direct marketing and promotion initiatives
- Supply chain management
- Integrated, distributed accounting systems

INPUT will prepare a written report of its findings. INPUT will answer questions involving clarifications of this research and analysis for 60 days after delivery of the report.

INPUT will make a presentation of its findings in the New York area. If KPMG wishes a presentation made in another location, INPUT will quote a separate price.

B. Schedule

This study will take 8 weeks to complete, from the time of initiation to the delivery of the written report. The major activities and their timing are summarized below.

| <u>Week</u> | <u>Activity</u> |
|-------------|---|
| 1 | Project initiation: Define coverage in terms of industry definition, company size groups, delivery mode coverage and definition |
| | INPUT prepares and KPMG reviews the draft questionnaire |
| 2 | Questionnaire tested and modifications made as necessary |
| 3-5 | Food industry interviews |
| 6 | Data review, tabulation and analysis |
| 7 | Report prepared |
| 8 | Report delivered |
| 9 | INPUT delivers presentation |

INPUT can begin work within one week of authorization.



IV. QUALIFICATIONS

INPUT brings several unique qualifications to this project:

- INPUT is the only research firm with a subscription program covering all vertical markets from a software and IT services perspective. (See Exhibit 1.)
- INPUT's market-focussed analysis is based on primary research. This primary research is generally based on personal interviews (either face-to-face or by telephone).
- INPUT's services are both technology-aware and market-focussed.
- INPUT regularly extends its subscription research by means of targeted research and analysis to fill the needs of specific clients.
 - Exhibit 2 describes INPUT's research methodology.
 - Exhibit 3 contains summaries and profiles of projects whose scope was similar to this project.

The project will be directed by Thomas O'Flaherty, Vice President, who has managed many similar studies.



V. FEES

INPUT's fee for the project will be \$22,000. One-half of the amount (\$11,000) is due and payable upon authorization. The remainder is due upon submission of the report.

This fee includes all incidental project expenses. Other costs, such as a presentation outside of the New York area, will be quoted separately.

VI. AUTHORIZATION

To authorize the project as specified, please sign and return one copy of this proposal, along with the initial fee. Upon acceptance by INPUT, a countersigned copy of the proposal will be returned to KPMG.

AUTHORIZED BY:
KPMG

Name

Title

Date

ACCEPTED BY:
INPUT

Name

Title

Date



INPUT®

400 Frank W. Burr Blvd.
Teaneck, NJ 07666
Tel. (201) 801-0050
Fax (201) 801-0441

FAX TRANSMITTAL FORM

Date: July 17
To: Name: Renee
Tel./Location: _____
Co.: _____
Fax No: _____
From: Name: Tom
Subject: KPMG Billing

Confidential: Y/N
Urgent: Y/N

Page: 1 of 1

File: Chron
Contact
Other:

(final)

Please bill second \$11,000.

(They want a presentation, which will be
extra + billed after this one)



MAJOR CRITICAL APPLICATIONS STUDY

My name is _____. I'm with INPUT, a research and consulting firm in Teaneck, New Jersey. We are conducting a study on why and what cycle companies replace their major applications. All the information you provide will be kept confidential, as well as your name and your company's name. In return for your assistance, we will send you a summary of the completed study at no charge.

- 1a. First of all, what are your five most important applications today? (in order of importance)
- 1b. How will this list change in five years, either in terms of their order on the list, or by the adding of new applications?

1996

2001

- | | |
|----------|-------|
| 1. _____ | _____ |
| 2. _____ | _____ |
| 3. _____ | _____ |
| 4. _____ | _____ |
| 5. _____ | _____ |

- 1c. What are the reasons for these changes?
2. Next, I would like to understand more about four of these applications. (Select the top four in 2001.)

Use one of the attached "Applications, Questions Attachment" for each application.



3. Now I would like to ask a few more general questions.

A. What would you say is the relative weight of the decision making authority between IS and users when replacing or changing applications software? (Must add to 100%)

IS _____% Users _____%

B. What do you see as the relative weight of technology requirements versus business needs when replacing or changing application software? (Must add to 100%)

Technology _____% Business _____%

4. Could you give me a breakdown of your expenditures for the following outside services? (Check the box that applies.)

| Outside Expenditure | <100K | 100 - 250K | 250 - 500K | 500K - 1M | >1M | Amt. |
|---|-------|------------|------------|-----------|-----|------|
| IT-related consulting services | | | | | | |
| Systems development services | | | | | | |
| Systems integration | | | | | | |
| Application software products | | | | | | |
| Pkg. software customization/installation | | | | | | |
| Applications management/maintenance | | | | | | |
| Computer/network operations mgmt. (outsourcing) | | | | | | |
| Related business advisory/consulting services (not necessarily linked to IT services above) | | | | | | |
| Total budget for outside services | | | | | | |



5. Would you rate the importance the following criteria in terms of selecting an outside vendor for your IT projects, using a scale of 1 - 5?

| Criteria | Rating |
|-------------------------------------|--------|
| Knowledge of the latest technology | |
| On-time delivery | |
| Performance guarantees | |
| Application experience | |
| Industry knowledge | |
| Contract flexibility & risk sharing | |
| Industry knowledge | |
| Skills to complement in-house staff | |
| Other | |
| | |

6. On a scale of 1 - 5, how would you rate the following vendors of IT services in terms of being able to successfully complete a project for you? (1=Low, 5=High)

| Vendor | Ability rating | No experience |
|-------------------------|----------------|---------------|
| Booz Allen | | |
| Andersen Consulting | | |
| Digital Equipment Corp. | | |
| IBM/ISSC | | |
| AT&T Solution | | |
| CSC | | |
| Deloitte & Touche | | |
| Price Waterhouse | | |
| KPMG Peat Marwick | | |
| EDS | | |
| Ernst & Young | | |
| Coopers & Lybrand | | |
| Unisys | | |
| Other vendors | | |
| | | |

7. What do think will be the major trends/issues in the IT market over the next few years?
8. Do you have any other comments on the trends of major applications, either in your organization or generally?



A. What is the source of this application?

In-house developed _____

Custom developed _____

A commercial software package _____

(Name - _____)

Other (e.g., combination of above, developed by parent company)
[describe]

B. What year was it installed?

C. Approximately how much were the implementation costs? [Use ranges below as prompts, if necessary.]

Under \$100,000 _____

\$1-5MM _____

\$100K - 500K _____

\$5-10MM _____

\$500-\$1MM _____

Over \$10MM _____

Does this amount include/exclude hardware? If included, about what percent was for hardware? _____ %

D. How well were initial expectations for this application met? (Use a scale of 1 to 5, with 5 being highest) _____ Why? How would you rate the performance of the application now? _____ Why?

E. Do you expect to replace or make major modifications to this application in the next five years?

No (go to the next application sheet or, if this is the last application, go to question 3)

Yes

- Will this be a replacement _____ or a major modification _____?
- When do you expect or want to make this change?



- F. Why are you making the change?
- G. What type of hardware, software and communications environments do you expect to use?
- Hardware environment[s] (e.g., Intel, Sun, Alpha, etc.):
 - Software environment[s] (e.g., UNIX, NT OS/2, ETC.)
 - Communications/network environment[s] (e.g., Novell, DCE, Worldwide Web, etc.)
 - Do you plan to use object technology? If yes, in what way?
 - What other new technologies do you expect to use?
- H. How do you expect to implement this application change, that is, will you use
- Custom software development
 - Using in-house staff _____
 - Using vendor staff _____
 - Using a mixture of in-house and vendor staff _____
 - Software package
 - Off-the shelf, with few modifications _____
 - With many modifications _____
 - Which packages are being considered?
 - Systems integration (i.e., where an outside supplier supplies a full business solution)
 - Outsourcing
 - Other
- I. Approximately how much do you expect this new/revised application to cost? [Use ranges below as prompts, of necessary.]
- | | |
|-----------------------|-------------------|
| Under \$100,000 _____ | \$1-5MM _____ |
| \$100K - 500K _____ | \$5-10MM _____ |
| \$500- \$1MM _____ | Over \$10MM _____ |
- Does this amount include/exclude hardware? If included about what percent would be for hardware? _____%

Go to next application or Question 3

U

KPMG Peat Marwick LLP

4200 Norwest Center
90 South Seventh Street
Minneapolis, MN 55402
612-305-5000

Fax Transmission from 612-305-5041
Please contact 612-305-5550 **IMMEDIATELY** if not legible.



Date: 4-12-96
To: Thomas O'Flaherty
Location: 10POT
Fax number: 201 801 0441
From: Liz Thompson
Subject: Signed proposal
Number of pages following: 6

Comments: please note change on page 2 -

check request has been signed -

Abernathy is lead (4/15)

The information contained in this facsimile message is privileged and **confidential information** intended for the use of the addressee listed above. If you are neither the intended recipient nor the employee or agent responsible for delivering this message to the intended recipient, you are hereby notified that any disclosure, copying, distribution or the taking of any action in reliance on the contents of the telecopied information is strictly prohibited. If you have received this telecopy in error, please immediately notify us by telephone to arrange for the return of the original document to us. KPMG Peat Marwick LLP



2/16

John McNulty

KPMG

Abernathy

312-240-
2488

Elin Thompson

Deal & Evans

PLEASE NOTE THIS IS AN **UPDATED** VERSION OF THE ROSTER SENT LAST WEEK.

THANK YOU,

SHARON

INPUT

CONFIDENTIAL—Property of INPUT

☐ MAIL LIST - SEE BACK

CONTACT REPORT

Non Client/Prospect File: ☐ Media ☐ Financial ☐ Other _____

Contact Date: ____ / ____ / ____

INPUT

Staff: Init. _____ Init. _____ ☐ INPUT office ☐ Client Office ☐ Other _____ Date Written: ____ / ____ / ____

Company

KPMG

DISTRIBUTION:

Prog./Proj. ID _____

Action

Info.

By When

Describe Action-F/U

Name

John Bernerdy

Title

Address

Phone: (312) 240 - 2488

Fax: () -

8/15 - left VM - proposed visit 8/18-19

☐ Continued over

Mail List Change Order ☐ Update ☐ Correction ☐ Deletion ☐ Addition* Serial Number _____

U.S. COMMERCIAL

1. TYPE ☐ Vendor ☐ User ☐ Investor / Financial ☐ Media / Press ☐ Other ☐ EDI Newsletter
2. LEVEL ☐ Executive ☐ Manager ☐ Analyst ☐ Acquisition ☐ International ☐ Other
3. INTERESTS ☐ C/S ☐ Computer Systems ☐ Networks ☐ EC ☐ Information Services —
☐ EIS / CIS / Multimedia ☐ Other
☐ Software Products
☐ Professional Services, SI
☐ Outsourcing, Processing, Network Services
- ☐ Industry _____

U.S. FEDERAL ☐ MMAR ☐ FPAP ☐ FPAW ☐ FPFA ☐ Other

EUROPE ☐ CSPR ☐ MAAP ☐ MSSP ☐ MVPP ☐ BIPR ☐ OSPR ☐ U.S.A. ☐ Other

* No names will be added without a completed change order and program manager approval.

Program Manager
Authorization _____

CONTACT REPORT

Continuation Company _____
Name _____

VM
3/1/04

314-444-6765

6790 Kathy

314-544-1495 (home)

Lisa San Filippo

fax 314-444-1523

Out until 3/8 ⇒ decide
new person in charge



Subsegment

Ind Equip

Mech

Auto

mfr
Parts

70-80

225

10-12k

Transportation
difference
like freight



INPUT

IT Intelligence Services

400 Frank W. Burr Blvd.

Teaneck, NJ 07666

Tel. (201) 801-0050

Fax (201) 801-0441

January 26, 1996

Lisa San Filipo
KPMG
10319 Jade Forest Drive
St. Louis 63123

via fax 314 444-1523

Dear Lisa:

Attached is a proposal describing INPUT's market study on the Industrial Products and Automotive Sector for KPMG.

We will be happy to adjust the scope, if that will meet KPMG's needs better.

I have also sent general information about the firm by separate cover.

Please call me with any questions and comments.

Sincerely,



Thomas O'Flaherty
Vice President

Enclosure

*2/14 boss mtg
on food & mfg
funding ok
Decide next week*

1 of 7 Proposals



PROPOSAL

**IT-RELATED MARKETS AND OPPORTUNITIES
IN THE INDUSTRIAL PRODUCTS AND AUTOMOTIVE SECTOR**

Submitted to

KPMG

January 26, 1996

Prepared by

INPUT

Atrium at Glenpointe
400 Frank W. Burr Boulevard
Teaneck, NJ 07666

201-801-0050
Fax: 201-801-0441



IT-RELATED MARKETS AND OPPORTUNITIES IN THE INDUSTRIAL PRODUCTS AND AUTOMOTIVE SECTOR

I. OBJECTIVES

The principal objectives of the proposed study are:

- To size the software and services market in the U.S. industrial products and automotive sector from 1995 to 2000.
- To identify high priority applications.
- To assess the position of major suppliers

II. SCOPE

The following issues will be addressed in the course of the study:

- What is the size of the overall market in 1996? What will be the major factors behind its changes and growth to 2001?
- What are the size and growth of the major delivery segments in the same time period? Segments include (subject to potential redefinition and adjustment):
 - IT-related consulting services
 - System development services
 - Systems integration
 - Applications software products
 - Software product customization and installation
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 - Related business advisory/consulting services (not necessarily directly linked to the above IT services)
- What are the major applications being replaced or receiving significant upgrades?
- What is the average spending anticipated by application, taking company size into account?
- Are there significant differences (e.g., applications or expected market growth) between different parts of the sector.



- When looking at an outside supplier, what are the key selection factors by customers?
- How are the major suppliers (including KPMG) rated by customers and prospects? What can suppliers do to improve their chances for selection?

III. METHODOLOGY AND CONDUCT OF WORK

A. Approach and Methodology

INPUT will use market data and analysis already in its possession as the foundation for this study. In addition, INPUT will interview 180 companies by telephone for their applications plans and views on vendors.

Based on discussions with KPMG, INPUT will divide this sector as follows:

- Industrial equipment
- Metals
- Automotive (manufacturers and parts)

Sixty companies will be interviewed from each segment above.

These inclusions and exclusions can be discussed further before research and analysis begins.

INPUT's analysis and research will divide the market into two size groups:

- Medium-sized companies (revenues between \$250-999 million)
- Large companies (revenue over \$1 billion)

In the course of the study INPUT may suggest modifications to this segmentation.

INPUT will review its questionnaire with KPMG. INPUT will test the questionnaire and make modifications as required. After the interviews are completed, the results will be reviewed, tabulated and analyzed.

In preparing its overall analysis, INPUT will take into account information collected for other studies (both subscription studies and the non-proprietary parts of custom research studies). Examples of this kind of information include:

- Impact of technology on business and applications.
- Custom vs. semi-custom vs. packaged software
- Different types and flavors of outsourcing
- The impact of electronic commerce
- Direct marketing and promotion initiatives
- Supply chain management
- Integrated, distributed accounting systems



INPUT will prepare a written report of its findings. INPUT will answer questions involving clarifications of this research and analysis for 60 days after delivery of the report.

INPUT will make a presentation of its findings in the New York area. If KPMG wishes a presentation made in another location, INPUT will quote a separate price.

B. Schedule

This study will take 8 weeks to complete, from the time of initiation to the delivery of the written report. The major activities and their timing are summarized below.

| <u>Week</u> | <u>Activity</u> |
|-------------|--|
| 1 | Project initiation: Define coverage in terms of industry definition, company size groups, delivery mode coverage and definition INPUT prepares and KPMG reviews the draft questionnaire |
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| 7 | Report prepared |
| 8 | Report delivered |
| 9 | INPUT delivers presentation |

INPUT can begin work within one week of authorization.



IV. QUALIFICATIONS

INPUT brings several unique qualifications to this project:

- INPUT is the only research firm with a subscription program covering all vertical markets from a software and IT services perspective.
- INPUT's market-focussed analysis is based on primary research. This primary research is generally based on personal interviews (either face-to-face or by telephone).
- INPUT's services are both technology-aware and market-focussed.
- INPUT regularly extends its subscription research by means of targeted research and analysis to fill the needs of specific clients.

The project will be directed by Thomas O'Flaherty, Vice President, who has managed many similar studies.



V. FEES

INPUT's fee for the project will be \$30,000. One-half of the amount (\$15,000) is due and payable upon authorization. The remainder is due upon submission of the report.

This fee includes all incidental project expenses. Other costs, such as a presentation outside of the New York area, will be quoted separately.

VI. AUTHORIZATION

To authorize the project as specified, please sign and return one copy of this proposal, along with the initial fee. Upon acceptance by INPUT, a countersigned copy of the proposal will be returned to KPMG.

AUTHORIZED BY:
KPMG

ACCEPTED BY:
INPUT

Name

Name

Title

Title

Date

Date



1
INPUT

IT Intelligence Services

1 of 7
400 Frank W. Burr Blvd.

Teaneck, NJ 07666

Tel. (201) 801-0050

Fax (201) 801-0441

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KPMG

ACCEPTED BY:
INPUT

Name

Name

Title

Title

Date

Date



INPUT

IT Intelligence Services

400 Frank W. Burr Blvd.

Teaneck, NJ 07666

Tel. (201) 801-0050

Fax (201) 801-0441

January 26, 1996

Lisa Sanfilippo
KPMG
1010 Market Street
St. Louis, MO 63101

via fax 314 444-1523

Dear Lisa:

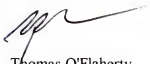
Attached is a proposal describing INPUT's market study on the Industrial Products and Automotive Sector for KPMG.

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Please call me with any questions and comments.

Sincerely,



Thomas O'Flaherty
Vice President

Enclosure



IT-RELATED MARKETS AND OPPORTUNITIES IN THE INDUSTRIAL PRODUCTS AND AUTOMOTIVE SECTOR

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- Are there significant differences (e.g., applications or expected market growth) between different parts of the sector.



CONTACT REPORT

INPUT
Staff: Init. _____ Init. _____ ☐ INPUT office ☐ Client Office ☐ Other _____

Contact Date: / /

Date Written: / /

| | | | | | |
|---------|----------------|---------------|-------|---------|---------------------|
| Company | KPMG | DISTRIBUTION: | | | Prog./Proj. ID |
| Name | Kathy Piercy | Action | Info. | By When | Describe Action-F/U |
| Title | | | | | |
| Address | | | | | |
| | St Louis | | | | |
| Phone: | (314) 444-6790 | | | | |
| Fax: | () | | | | |

via FS 1/10 • Food proposal

prds & automoto • Trans

Indus. equip • IT info
• mkt shareCovers

- Ind equip - heavy
- mechan
- Elec

• Electronics

(no airplane)

hoss
Brian Ambrose
Sc mgy
Lisa Jean Felipe

US/WW

Mode break out = ? prds ?

Appl = ??

Tech = ?

☐ Continued over

Mail List Change Order 1. ☐ Update ☐ Correction ☐ Deletion ☐ Addition* Serial Number _____

2. Customer Type: ☐ Vendor ☐ Others ☐ Media ☐ User

3. Newsletters: ☐ EDI ☐ Field Service ☐ Other

4. Vendor: Vendor Type—☐ Client ☐ Former/Report Client ☐ Prospect

• Contact Level—☐ Executive ☐ Acquisition ☐ International ☐ Other

• If Exec. or Other Contact Level—☐ Maintenance ☐ Equipment ☐ Communications ☐ Others ☐ Info. Svc.

• If Info. Services—☐ Turnkey & Software ☐ Network & Processing ☐ Systems Integration ☐ Professional Svc.

5. If User: User Type—☐ Client ☐ Former/Report Client ☐ Prospect

• Comm. Contact Level—☐ Executive ☐ IS Mgmt. ☐ Other

• Fed. Contact Level—☐ Executive ☐ Acquisition ☐ Prog. ☐ Manager/Technical ☐ Other

• If Fed. Executive—☐ Info. Resource Mgr. ☐ Asst. Secretary ☐ Commander (Military) ☐ Agency Head

• If Fed. Other—☐ Laboratory ☐ NIS ☐ Users ☐ GSA

* No names will be added without a completed change order and program manager approval. Program Manager Authorization _____

CONTACT REPORT

Continuation

Company _____

Name _____